

TRANSCRIPT OF RECORD

SUPREME COURT OF THE UNITED STATES.

OCTOBER TERM, 1916.

No. 389.

THE UNITED STATES OF AMERICA, APPELLANT,

vs.
HAMBURG-AMERIKANISCHE PACKETFAHRT ACTIEN-
GESELLSCHAFT ET AL.

Filed November 12, 1916.

File No. 24324.

Term No. 332.

HAMBURG-AMERIKANISCHE PACKETFAHRT ACTIEN-
GESELLSCHAFT ET AL., APPELLANTS,

vs.

THE UNITED STATES OF AMERICA ET AL.

Filed January 25, 1917.

APPEALS FROM THE DISTRICT COURT OF THE UNITED STATES FOR
THE SOUTHERN DISTRICT OF NEW YORK.

VOLUME 4.

PENTON'S REPORTS.

Pages 24446-24528.

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(24446 and 24528)

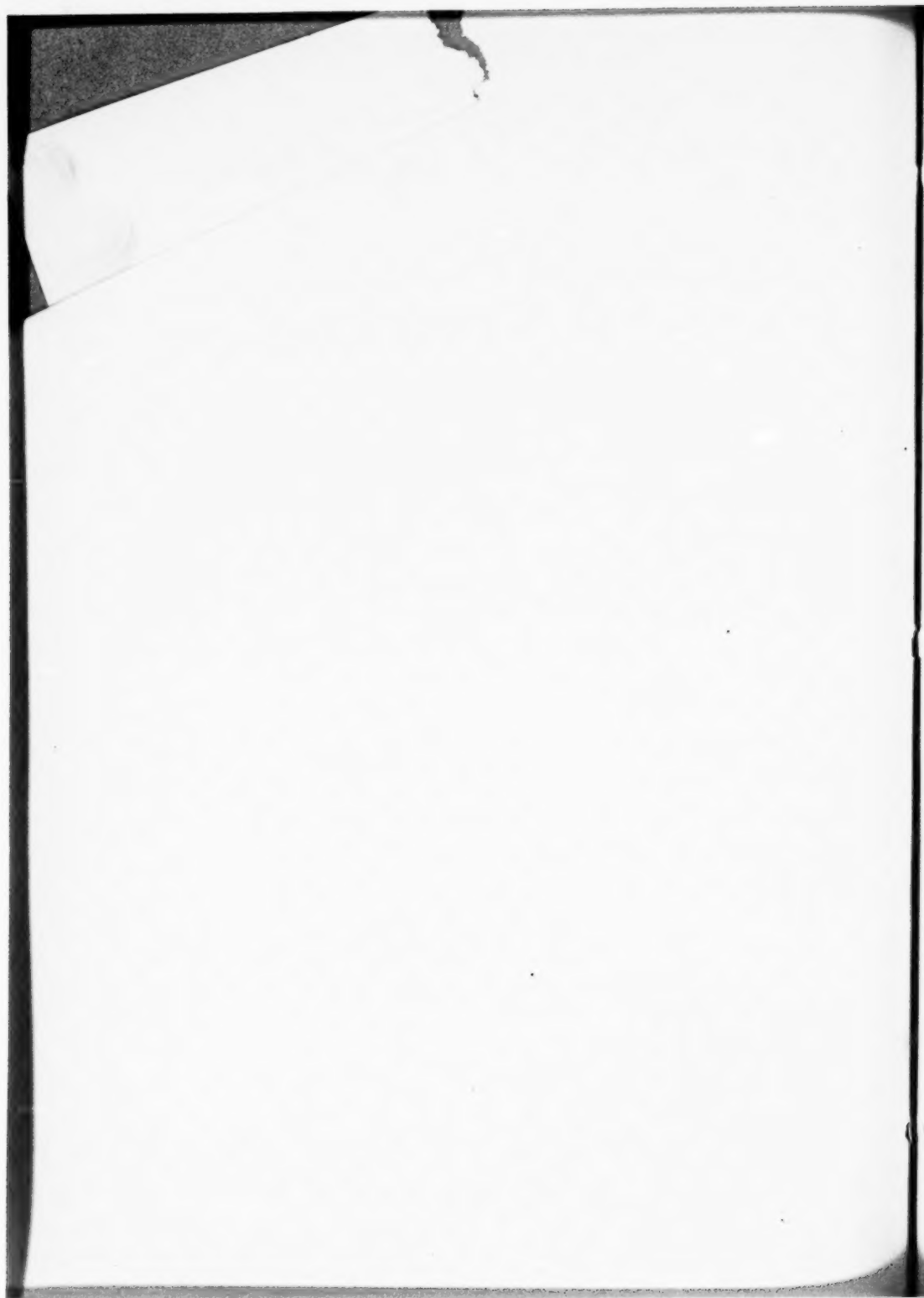
**IN THE DISTRICT COURT OF THE UNITED STATES
FOR THE SOUTHERN DISTRICT OF NEW YORK.**

UNITED STATES OF AMERICA, PETITIONER,

against

HAMBURG-AMERIKANISCHE PACKET-
FAHRT-ACTIEN-GESELLSCHAFT,
AND OTHERS, DEFENDANTS.

EXHIBITS.
VOLUME IV.



Petitioner's Exhibit 220.

5005

Circular No. 5.

THE NORTH ATLANTIC PASSENGER
CONFERENCE

No. 19 Broadway,

New York, May 6, 1908.

Agents are hereby instructed not to book via Genoa or Naples third-class passengers *destined to Continental points*.

It will be considered a violation of this regulation if agents attempt to book passengers of Continental nationalities (such as Austrians, Croatians, Dalmatians, Galicians, Germans, Hungarians, Russians, Slavonians, etc.) to or via any point in Italy. 5006

Only *bona fide Italian and Oriental passengers* may be booked to or via Italian ports.

ALLAN LINE

AMERICAN LINE

ANCHOR LINE

CANADIAN PACIFIC RAILWAY

(Atlantic S. S. Lines)

CUNARD LINE

DOMINION LINE

DONALDSON LINE

WHITE STAR LINE 5007

5008

Petitioner's Exhibit 221.

Circular No. 6.

THE NORTH ATLANTIC PASSENGER
CONFERENCE

No. 17 State Street

New York, Sept. 2, 1910.

Agents are advised that the Canadian Northern Steamships, Ltd. (Royal Line), Montreal, Quebec, Halifax-Bristol service, has become a member of the North Atlantic Passenger Conference.

5009

ALLAN LINE
 AMERICAN LINE
 ANCHOR LINE
 ATLANTIC TRANSPORT LINE
 CANADIAN NORTHERN (Royal Line)
 CANADIAN PACIFIC RAILWAY
 (Atlantic S. S. Lines)
 CUNARD LINE
 DOMINION LINE
 DONALDSON LINE
 LEYLAND LINE
 SCANDINAVIAN-AMERICAN LINE
 WHITE STAR LINE

5010

Petitioner's Exhibit 222-A.

5011

Circular No. 1.—Third Series.

THE CONTINENTAL CONFERENCE.

Composed of

THE COMPAGNIE GÉNÉRALE TRANSATLANTIQUE.
THE HAMBURG AM. PACKET CO., Hamburg Service.
THE HAMBURG AM. PACKET CO., Stettin Service.
THE NORD-DEUTSCHER LLOYD, New York Service.
THE NORD-DEUTSCHER LLOYD, Baltimore Service.

THE RED STAR LINE, New York Service.

THE RED STAR LINE, Philadelphia Service.

5012

THE ROTTERDAM LINE.

THE UNION LINE.

THE ITALIAN LINE.

Rules and Regulations of the Conference.

The following Rules and Rates of this Conference,
relating to Steerage Passages, will be strictly
Enforced.

Rates for Outward, Prepaid and Round Trip
Steerage Passages.

5013

5014

Petitioner's Exhibit 222-A

		Out- ward.	Pre- paid.	Round Trip.
	By the Compagnie Générale Transatlantique (French Line)—			
	Between New York and Havre	\$25.00	\$25.00	\$47.00
	By the Hamburg-American Packet Company—			
	Between New York and Hamburg, Plymouth, Lon- don, Cherbourg, Havre and Stations in the South of England	24.00	24.00	45.00
	By the Hamburg-American Packet Company, Stettin Service (Baltic Line)—			
	Between New York and Stettin	21.50	21.50	40.00
5015	By the Nord-Deutscher Lloyd, New York Service—			
	Between New York and Bremen, Southampton, London and Stations in the South of England ..	25.00	25.00	47.00
	By the Nord-Deutscher Lloyd, Baltimore Service—			
	Between Baltimore and Bremen	23.50	23.50	44.00
	By the Red Star Line, New York Service—			
	Between New York and Antwerp or London	23.00	23.00	43.00
	By the Red Star Line, Philadelphia Service—			
	Between Philadelphia and Antwerp or London	21.50	21.50	40.00
	By the Rotterdam Line—			
	Between New York and Rotterdam, Amsterdam or London	21.00	21.00	39.00
	By the Union Line—			
5016	Between New York and Hamburg	22.00	22.00	41.00

Rates for Children.

Children under 12 years, half of above rates.

Infants under 12 months	2.00	2.00	4.00
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Commissions to Sub-Agents.

Which shall cover all charges of every nature, by all Lines .. 10 per cent.

For Infants, no commission allowed.

Note.—For the cancellation of Steerage Passage Tick-
ets, a deduction of 10 per cent. and Agent's Com-
mission will be made.

The Attention of Agents is especially directed to the following Rules and Regulations of this Conference. Any Agent who shall not comply therewith will thereby render himself liable to such penalties as the Conference may consider proper.

1. Steerage passengers booked through to or from inland points in Europe or to inland points in America, must be charged the actual Tariff inland rates, in addition to the Conference Ocean rate.

2. The actual amount received for passage money must always be entered on the passage ticket, which must also bear the actual date and place of sale. There must be no return or division of any portion of the commission, no deduction from the inland fare, and no improper inducements held out, directly or indirectly, to purchasers of tickets.

5018

Notice is hereby given that no Agent may employ Sub-Agents and divide commissions with them.

3. Agents must in all cases adhere strictly to the Conference rates—no drawbacks, discounts, credits, commissions, presents or allowances of any description, made with a view to influencing passengers, shall be permitted.

4. No commission shall be paid to Agents on letters or cards of introduction. No agent shall be deemed entitled to a commission except on the actual issue of a ticket, and direct receipt, by him, of the passage money.

5019

5. No Agent shall send, or allow others to send, his tickets to the City of New York, or other places, for sale.

6. Any Agent who shall be reported to be in default to a Conference Line, shall be dismissed and disqualified.

7. No Agent of a Conference Line shall book passengers by any steamer of the Thingvalla Line or of any other Line not represented by a member of this Conference, of the Mediterranean Conference or of the North Atlantic Steam Traffic Conference.

8. Bill posting must be restricted at all places to the premises of the several Lines or of their Agents.

5021 9. It is in violation of the spirit of Conference to allow credit to be given for a part or the whole of the purchase money, on the sale of either outward or prepaid tickets. Part payments for prepaid tickets shall not be allowed.

10. No circular or publication of any kind shall be issued, reflecting upon or instituting any unfavorable comparison with any Conference Line.

11. No Agent will be allowed to issue certificates or orders for prepaid passage, drawn on any person or company other than the General Agent at New York, or Baltimore of the Conference Line actually employing such Agent; nor to advise such orders to any person other than the General Agent by whom the sub-agent is appointed.

5022 12. No agent shall be justified in allowing commissions, or committing any breach of the Conference rules, because some other Agent may be doing so. It shall be the duty of every Agent to adhere strictly to the rules, and to report any violations thereof that may come to his knowledge, to the Secretary, or to some member of the Conference.

THOMAS S. SANDFORD,

Secretary

New York, April 14, 1887.

Petitioner's Exhibit 222-B.

5023

Circular No. 2.—Third Series.

THE CONTINENTAL CONFERENCE.

Composed of

THE COMPAGNIE GÉNÉRALE TRANSATLANTIQUE.
 THE HAMBURG AM. PACKET CO., Hamburg Service.
 THE NORD-DEUTSCHER LLOYD, New York Service.
 THE NORD-DEUTSCHER LLOYD, Baltimore Service.
 THE RED STAR LINE, New York Service.
 THE RED STAR LINE, Philadelphia Service.
 THE ROTTERDAM LINE.
 THE UNION LINE.

5024

Rules and Regulations of the Conference.

The following Rules and Rates of this Conference,
 relating to Steerage Passages, will be strictly
 enforced.

Rates for Outward, Prepaid and Round Trip
 Steerage Passages.

	Out- ward.	Pre- paid.	Round Trip.	5025
By the Compagnie Générale Transatlantique (French Line)—				
Between New York and Havre	26.00	26.00	49.00	
By the Hamburg-American Packet Company—				
Between New York and Hamburg, Plymouth, Lon- don, Cherbourg, Havre and Stations in the South of England	23.00	23.50	43.50	
By the Hamburg-American Packet Company. THE HAMBURG AM. PACKET CO., Stettin Service. Stettin Service (Baltic Line)—				
Between New York and Stettin	20.50	21.50	30.00	

5026

Petitioner's Exhibit 222-B

By the Nord-Deutscher Lloyd, New York Service—			
Between New York and Bremen, Southampton, London and Stations in the South of England ..	26.00	26.00	49.00
By the Nord-Deutscher Lloyd, Baltimore Service—			
Between Baltimore and Bremen	22.50	23.00	42.50
By the Red Star Line, New York Service—			
Between New York and Antwerp or London	22.00	22.50	41.50
By the Red Star Line, Philadelphia Service—			
Between Philadelphia and Antwerp or London ...	20.50	21.00	38.50
By the Rotterdam Line—			
Between New York and Rotterdam, Amsterdam or London	19.50	20.50	37.00
By the Union Line—			
Between New York and Hamburg	21.50	22.00	40.50

5027

 RATES FOR CHILDREN.

Children under 12 years, half of above rates.			
Infants under 12 months	2.00	2.00	4.00

 COMMISSIONS TO SUB-AGENTS.

Which shall cover all charges of every nature, by all Lines .. 10 per cent.

- 5028 (Memo.—The Rotterdam Line may pay a Commission of \$2.20 on Outward Passages.)
For Infants, no Commission allowed.

NOTE.—For the cancellation of Steerage Passage Tickets, a deduction of 10 per cent. and Agents' Commission will be made.

THE ATTENTION OF AGENTS IS ESPECIALLY DIRECTED
TO THE FOLLOWING RULES AND REGULATIONS OF

THIS CONFERENCE. ANY AGENT WHO SHALL NOT COMPLY THEREWITH WILL THEREBY RENDER HIMSELF LIABLE TO FINE OR DISQUALIFICATION, AS THE CONFERENCE MAY DECIDE.

1. Steerage passengers booked through to or from inland points in Europe or to inland points in America, must be charged the actual Tariff inland rates, in addition to the Conference Ocean rate.

2. The actual amount received for passage money must always be entered on the passage ticket, which must also bear the actual date and place of sale. 5030 There must be no return or division of any portion of the commission, no deduction from the inland fare, and no improper inducements held out, directly or indirectly, to purchasers of tickets.

Notice is hereby given that no Agent may employ Sub-Agents and divide commissions with them.

3. Agents must in all cases adhere strictly to the Conference rates—no drawbacks, discounts, credits, commissions, presents or allowances of any description, made with a view to influencing passengers, shall be permitted.

4. No commission shall be paid to Agents on letters or cards of introduction. No agent shall be deemed entitled to a commission except on the actual issue of a ticket, and direct receipt, by him, of the passage money. 5031

5. No Agent shall send, or allow others to send, his tickets to the City of New York, or other places, for sale.

6. Any Agent who shall be reported to be in default to a Conference Line, shall be dismissed and disqualified.

Petitioner's Exhibit 222-B

5032

7. No Agent of a Conference Line shall book passengers by any steamer of the Thingvalla Line or of any other Line not represented by a member of this Conference, of the Mediterranean Conference or of the North Atlantic Steam Traffic Conference.

8. Bill posting must be restricted at all places to the premises of the several Lines or of their Agents.

5033

9. It is in violation of the spirit of Conference to allow credit to be given for a part or the whole of the purchase money, on the sale of either outward or prepaid tickets. Part payments for prepaid tickets shall not be allowed.

10. No circular or publication of any kind shall be issued, reflecting upon or instituting any unfavorable comparison with any Conference Line.

11. No Agent will be allowed to issue certificates or orders for prepaid passage, drawn on any person or company other than the General Agent at New York, or Baltimore of the Conference Line actually employing such Agent; nor to advise such orders to any person other than the General Agent by whom the sub-agent is appointed.

5034

12. No Agent shall be justified in allowing commissions, or committing any breach of the Conference rules, because some other Agent may be doing so. It shall be the duty of every Agent to adhere strictly to the rules, and to report any violation thereof that may come to his knowledge, to the Secretary, or to some member of the Conference.

THOMAS S. SANDFORD.

Secretary.

New York, December 1, 1887.

Petitioner's Exhibit 222-C.

5035

Circular No. 3.—Third Series.

THE CONTINENTAL CONFERENCE.

Composed of

THE COMPAGNIE GÉNÉRALE TRANSATLANTIQUE.
 THE HAMBURG AMERICAN PACKET CO.
 THE NORD-DEUTSCHER LLOYD.
 THE RED STAR LINE.
 THE ROYAL NETHERLANDS & U. S. M. LINE.
 THE UNION LINE (Slovan Steamers).

5036

Rules and Regulations of the Conference.

The following Rules and Rates of this Conference,
 relating to Steerage Passages, will be strictly
 enforced.

Rates for Outward, Prepaid and Round Trip Steerage Passages.

	Out- ward.	Pre- paid.	Round Trip.	5037
By the Compagnie Générale Transatlantique (French Line)—				
Between New York and Havre	\$26.00	\$26.00	\$49.00	
By the Hamburg-American Packet Company, Express Service—				
Between New York and Hamburg, Southampton, London, and Stations in the South of England ..	26.00	26.00	49.00	
By the Hamburg-American Packet Company, Regular Service—				
Between New York and Hamburg, Plymouth, Lon- don, Cherbourg, Havre and Stations in the South of England	23.00	23.50	43.50	

Petitioner's Exhibit 222-C

By the Hamburg-American Packet Company,
Baltimore Service—

Between Baltimore and Hamburg 22.50 23.00 42.50

By the Hamburg-American Packet Company,
Stettin Service (Baltic Line)—

Between New York and Stettin 21.00 22.00 40.00

By the Nord-Deutscher Lloyd,

New York Express Service—

Between New York and Bremen, Southampton,

London and Stations in the South of England .. 26.00 26.00 49.00

By the Nord-Deutscher Lloyd, Baltimore Service—

Between Baltimore and Bremen 22.50 23.00 42.50

By the Red Star Line, New York Service—

Between New York and Antwerp or London 21.50 22.00 40.50

By the Red Star Line, Philadelphia Service—

Between Philadelphia and Antwerp or London ... 20.00 21.00 38.00

By the Royal Netherlands and United States Mail
Line—

Between New York and Rotterdam, Amsterdam

or London 19.50 20.50 37.00

By the Union Line (Slovan Steamers)—

Between New York and Hamburg 22.00 22.50 41.50

RATES FOR CHILDREN.

Children under 12 years, half of above rates.

Infants Under 12 months 2.00 2.00 4.00

COMMISSIONS TO SUB-AGENTS.

Which shall cover all charges of every nature, by all

Lines, per Adult 2.00 2.00 4.00

For Children, half Commission. For Infants, no Commission allowed.

NOTE.—For the cancellation of Steerage Passage Tickets, a deduction of 10 per cent. and Agent's Commission will be made, and the surrender of the ticket or prepaid order will be required.

THE ATTENTION OF AGENTS IS ESPECIALLY DIRECTED TO THE FOLLOWING RULES AND REGULATIONS OF THIS CONFERENCE. ANY AGENT WHO SHALL NOT COMPLY THEREWITH WILL BE FINED OR DISQUALIFIED, AS THE CONFERENCE MAY DECIDE.

1. Steerage passengers booked through to or from inland points in Europe or to inland points in America, must be charged the actual Tariff inland rates, in addition to the Conference Ocean rate. 5042

2. The actual amount received for passage money must always be entered on the passage ticket, which must also bear the actual date and place of sale. There must be no return or division of any portion of the commission, no deduction from the inland fare, and no improper inducements held out, directly or indirectly, to purchasers of tickets.

Notice is hereby given that no Agent may employ Sub-Agents and divide commissions with them.

3. No Agent will be allowed to issue certificates or orders for prepaid passage, drawn on any person or company other than the General Agent at New York, Philadelphia or Baltimore of the Conference Line actually employing such Agent; nor to advise such orders to any person other than the General Agent by whom the Agent is appointed. 5043

4. Agents must in all cases adhere strictly to the Conference rates—no drawbacks, discounts, credits, commissions, presents or allowances of any description, made with a view to influencing passengers, shall be permitted.

5. No commission shall be paid to Agents on letters or cards of introduction. No agent shall be deemed entitled to a commission except on the actual issue of a ticket, and direct receipt, by him, of the passage money.

6. No Agent shall send, or allow others to send, his tickets to the City of New York, or other places, for sale.

7. Any Agent who shall be reported to be in default to a Conference Line, shall be dismissed and disqualified.

5045

8. No Agent of a Conference Line shall book passengers by any steamer of any Line not represented by a member of this Conference, of the Mediterranean Conference or of the North Atlantic Steam Traffic Conference, or by a party to the Scandinavian agreement.

9. Bill posting must be restricted at all places to the premises of the several Lines or their Agents.

10. It is in violation of the spirit of Conference to allow credit to be given for a part or the whole of the purchase money, on the sale of either outward or prepaid tickets. Part payments for prepaid tickets shall not be allowed.

5046

11. No circular or publication of any kind shall be issued, reflecting upon or instituting any unfavorable comparison with any Conference Line.

12. No Agent shall be justified in allowing commissions, or committing any breach of the Conference rules, because some other Agent may be doing so. It shall be the duty of every Agent to adhere strictly to the rules, and to report any violation thereof that may come to his knowledge, to the Secretary, or to some member of the Conference.

THOMAS S. SANDFORD,

Secretary.

New York, March 1, 1889.

Petitioner's Exhibit 222-D.

5047

Circular No. 4.—Third Series. This cancels all former circulars.

THE CONTINENTAL CONFERENCE.

Composed of

THE COMPAGNIE GÉNÉRALE TRANSATLANTIQUE.
THE HAMBURG AMERICAN PACKET CO.
THE NORD-DEUTSCHER LLOYD.
THE RED STAR LINE.
THE ROYAL NETHERLANDS & U. S. M. LINE.
THE UNION LINE (Slovan Steamers).

5048

Rules and Regulations of the Conference.

The following Rules and Rates of this Conference, relating to Steerage Passages, will be strictly enforced.

Rates for Outward, Prepaid and Round Trip Steerage Passages.

	Out- ward.	Pre- paid.	Round Trip.	
By the Compagnie Générale Transatlantique (French Line)—				5049
Between New York and Havre	\$26.00	26.00	49.00	
By the Hamburg-American Packet Company, Express Service—				
Between New York and Hamburg, Southampton, London, and Stations in the South of England ..	26.00	26.00	49.00	
By the Hamburg-American Packet Company, Regular Service—				

5050

Petitioner's Exhibit 222-D

Between New York and Hamburg, Plymouth, London, Cherbourg, Havre and Stations in the South of England				23.00	23.50	43.50
By the Hamburg-American Packet Company, Baltimore Service—						
Between Baltimore and Hamburg				22.50	23.00	42.50
By the Hamburg-American Packet Company, Stettin Service (Baltic Line)—						
Between New York and Stettin				21.00	22.00	40.00
By the Nord-Deutscher Lloyd, New York Express Service—						
Between New York and Bremen, Southampton, London and Stations in the South of England ..				26.00	26.00	49.00
By the Nord-Deutscher Lloyd, Baltimore Service—						
Between Baltimore and Bremen				22.50	23.00	42.50
By the Red Star Line, New York Service—						
Between New York and Antwerp or London				21.50	22.00	40.50
By the Red Star Line, Philadelphia Service—						
Between Philadelphia and Antwerp or London ...				20.00	21.00	38.00
By the Royal Netherlands and United States Mail Line—						
Between New York and Rotterdam, Amsterdam or London				20.00	21.00	38.00
By the Union Line (Slooman Steamers)—						
Between New York and Hamburg				22.00	22.50	41.50

5052

 RATES FOR CHILDREN.

Children under 12 years, half of above rates.

Infants Under 12 months	2.00	2.00	4.00
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 COMMISSIONS TO SUB-AGENTS.

Which shall cover all charges of every nature, by all

Lines, per Adult	2.00	2.00	4.00
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For Children, half Commission. For Infants, no Commission allowed.

NOTE.—For the cancellation of Steerage Passage Tickets, a deduction of 10 per cent. and Agent's Commission will be made, and the surrender of the ticket or prepaid order will be required.

THE ATTENTION OF AGENTS IS ESPECIALLY DIRECTED TO THE FOLLOWING RULES AND REGULATIONS OF THIS CONFERENCE. ANY AGENT WHO SHALL NOT COMPLY THEREWITH WILL BE FINED OR DISQUALIFIED, AS THE CONFERENCE MAY DECIDE.

1. Steerage passengers booked through to or from inland points in Europe or to inland points in America, must be charged the actual Tariff inland rates, in addition to the Conference Ocean rate. 5054

2. The actual amount received for passage money must always be entered on the passage ticket, which must also bear the actual date and place of sale. There must be no return or division of any portion of the commission, no deduction from the inland fare, and no improper inducements held out, directly or indirectly, to purchasers of tickets.

Notice is hereby given that no Agent may employ Sub-Agents and divide commissions with them.

3. No Agent will be allowed to issue certificates or orders for prepaid passage, drawn on any person or company other than the General Agent at New York, Philadelphia or Baltimore of the Conference Line actually employing such Agent; nor to advise such orders to any person other than the General Agent by whom the agent is appointed. 5055

4. Agents must in all cases adhere strictly to the Conference rates—no drawbacks, discounts, credits, commissions, presents or allowances of any description, made with a view to influencing passengers, shall be permitted.

5. No commission shall be paid to Agents on letters or cards of introduction. No agent shall be deemed entitled to a commission except on the actual issue of a ticket, and direct receipt by him, of the passage money.

6. No Agent shall send, or allow others to send, his tickets to the City of New York, or other places, for sale.

7. Any Agent who shall be reported to be in default to a Conference Line, shall be dismissed and disqualified.

5057

8. No Agent of a Conference Line shall book passengers by any steamer of any Line not represented by a member of this Conference, of the Mediterranean Conference or of the North Atlantic Steam Traffic Conference, or by a party to the Scandinavian agreement.

9. Bill posting must be restricted at all places to the premises of the several Lines or their Agents.

10. It is in violation of the spirit of Conference to allow credit to be given for a part or the whole of the purchase money, on the sale of either outward or prepaid tickets. Part payments for prepaid tickets shall not be allowed.

5058

11. No circular or publication of any kind shall be issued, reflecting upon or instituting any unfavorable comparison with any Conference Line.

12. No Agent shall be justified in allowing commissions, or committing any breach of the Conference rules, because some other Agent may be doing so. It shall be the duty of every Agent to adhere strictly to the rules, and to report any violation thereof that may come to his knowledge, to the Secretary, or to some member of the Conference.

THOMAS S. SANDFORD,

Secretary.

New York, October 8, 1889.

Petitioner's Exhibit 222-E.

5059

Circular No. 5.—Third Series. This cancels all former circulars.

Particular Attention is Called to the Reduction of the Prepaid and Round Trip Rates.

THE CONTINENTAL CONFERENCE.

Composed of

THE COMPAGNIE GÉNÉRALE TRANSATLANTIQUE.
THE HAMBURG AMERICAN PACKET CO.
THE NORD-DEUTSCHER LLOYD.
THE RED STAR LINE.
THE ROYAL NETHERLANDS & U. S. M. LINE.
THE UNION LINE (Slovan Steamers).

5060

Rules and Regulations of the Conference.

The following Rules and Rates of this Conference, relating to Steerage Passages, will be strictly enforced.

Rates for Outward, Prepaid and Round Trip Steerage

5061

Passages.

	Out- ward.	Pre- paid.	Round Trip.
By the Compagnie Générale Transatlantique (French Line)—			
Between New York and Havre			
By the Hamburg-American Packet Company, Express Service—	\$26.00	24.00	47.00
Between New York and Hamburg, Southampton, London, and Stations in the South of England ..	26.00	24.00	47.00

5062

Petitioner's Exhibit 222-E

By the Hamburg-American Packet Company,
Regular Service—

Between New York and Hamburg, Plymouth, London, Cherbourg, Havre and Stations in the South of England 23.00 21.50 41.50

By the Hamburg-American Packet Company,
Baltimore Service—

Between Baltimore and Hamburg 22.50 21.00 40.50

By the Hamburg-American Packet Company,
Stettin Service (Baltic Line)—

Between New York and Stettin 21.00 20.00 38.00

5063

By the Nord-Deutscher Lloyd,

New York Express Service—

Between New York and Bremen, Southampton, London and Stations in the South of England .. 26.00 24.00 47.00

By the Nord-Deutscher Lloyd, Baltimore Service—

Between Baltimore and Bremen 22.50 21.00 40.50

By the Red Star Line, New York Service—

Between New York and Antwerp or London 21.50 20.00 38.50

By the Red Star Line, Philadelphia Service—

Between Philadelphia and Antwerp or London ... 20.00 19.00 36.00

By the Royal Netherlands and United States Mail
Line—

Between New York and Boulogne-sur-Mer, Rotterdam, Amsterdam or London 20.00 19.00 36.00

5064

By the Union Line (Slovan Steamers)—

Between New York and Hamburg 22.00 20.50 39.50

RATES FOR CHILDREN.

Children under 12 years, half of above rates.

Infants Under 12 months 2.00 2.00 4.00

Petitioner's Exhibit 222-E

5065

COMMISSIONS TO SUB-AGENTS.

Which shall cover all charges of every nature, by all

Lines, per Adult	2.00	2.00	4.00
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For Children, half Commission. For Infants, no Commission allowed.

NOTE.—For the cancellation of Steerage Passage Tickets, a deduction of 10 per cent. and Agent's Commission will be made, and the surrender of the ticket or prepaid order will be required.

THE ATTENTION OF AGENTS IS ESPECIALLY DIRECTED TO THE FOLLOWING RULES AND REGULATIONS OF THIS CONFERENCE. ANY AGENT WHO SHALL NOT COMPLY THEREWITH WILL BE FINED OR DISQUALIFIED, AS THE CONFERENCE MAY DECIDE.

5066

1. Steerage passengers booked through to or from inland points in Europe or to inland points in America, must be charged the actual Tariff inland rates, in addition to the Conference Ocean rate.

2. The actual amount received for passage money must always be entered on the passage ticket, which must also bear the actual date and place of sale. There must be no return or division of any portion of the commission, no deduction from the inland fare, and no improper inducements held out, directly or indirectly, to purchasers of tickets.

5067

Notice is hereby given that no Agent may employ Sub-Agents and divide commissions with them.

3. No Agent will be allowed to issue certificates or orders for prepaid passage, drawn on any person or company other than the General Agent at New York, Philadelphia or Baltimore of the Conference Line actually employing such Agent; nor to advise such orders to any person other than the General Agent by whom the agent is appointed.

Petitioner's Exhibit 222-E

5068

4. Agents must in all cases adhere strictly to the Conference rates—no drawbacks, discounts, credits, commissions, presents or allowances of any description, made with a view to influencing passengers, shall be permitted.

5. No commission shall be paid to Agents on letters or cards of introduction. No agent shall be deemed entitled to a commission except on the actual issue of a ticket, and direct receipt by him, of the passage money.

5069

6. No Agent shall send, or allow others to send, his tickets to the City of New York, or other places, for sale.

7. Any Agent who shall be reported to be in default to a Conference Line, shall be dismissed and disqualified.

8. No Agent of a Conference Line shall book passengers by any steamer of any Line not represented by a member of this Conference, of the Mediterranean Conference or of the North Atlantic Steam Traffic Conference, or by a party to the Scandinavian agreement.

5070

9. Bill posting must be restricted at all places to the premises of the several Lines or their Agents.

10. It is in violation of the spirit of Conference to allow credit to be given for a part or the whole of the purchase money, on the sale of either outward or prepaid tickets. Part payments for prepaid tickets shall not be allowed.

11. No circular or publication of any kind shall be issued, reflecting upon or instituting any unfavorable comparison with any Conference Line.

12. Any Agent who shall sell a passage ticket under false representations as to the Line or the route by which the passenger is to be transported, shall be dismissed and disqualified.

13. When an Agent advertises a rate for passage to or from Europe, he must name the line by which such rate is available.

14. Agents shall not be entitled to commission on tickets purchased to test the observance of Rules, even though no Rule may have been violated in making the sale.

5072

15. No Agent shall be justified in allowing commissions, or committing any breach of the Conference rules, because some other Agent may be doing so. It shall be the duty of every Agent to adhere strictly to the rules, and to report any violation thereof that may come to his knowledge, to the Secretary, or to some member of the Conference.

THOMAS S. SANDFORD,
Secretary.

New York, May 14, 1890.

5073

1691

5074

Petitioner's Exhibit 222-F.

Circular No. 6.—Third Series.

THE CONTINENTAL CONFERENCE.

SPECIAL NOTICE TO AGENTS.

All Agents are hereby specially reminded that they cannot book passengers by the Steamers of any Continental Line other than those named below, viz.:

- French Line. New York Service A. Forget, Agent.
Hamburg-American Packet Company,
5075 New York and Baltimore Services, and Baltic Line.
C. B. Richard & Co., Agents.
- Norddeutscher Lloyd,
New York Service, Oelrichs & Co., Agents.
Norddeutscher Lloyd,
Baltimore Service. A. Schumacher & Co., Agents.
Red Star Line,
New York and Philadelphia Services,
Peter Wright & Sons, Agents.
- Royal Netherlands Line,
New York Service W. H. Van Den Toorn, Agent.
Union Line,
New York Service, C. B. Richard & Co., Agents.
- 5076 Any Agent who shall book passengers by any other Continental Line than one of the above named Lines will thereby be disqualified.

THOMAS S. SANDFORD,
Secretary.

New York, March 17, 1891.

Petitioner's Exhibit 222-G.

5077

Circular No. 7.—Third Series. This cancels all former circulars.

Particular attention is called to the Advance of the Prepaid and Round Trip Rates, and to Rule 3. Also to admission into Conference of the Baltimore Service of the Royal Netherlands and U. S. M. Line.

THE CONTINENTAL CONFERENCE,

Composed of

5078

THE COMPAGNIE GÉNÉRALE TRANSATLANTIQUE.

A. Forget, Agent.

THE HAMBURG AMERICAN PACKET CO.

E. L. Boas, General Passenger Manager.

THE NORD-DEUTSCHER LLOYD.

New York Service, Oelrichs & Co., Agents.

NORDDEUTSCHER LLOYD,

Baltimore Service, A. Schumacher & Co.,
Gen'l Agts.

THE RED STAR LINE.

International Navigation Co., General Agents.

THE ROYAL NETHERLANDS & U. S. M. LINE.

W. H. Van Den Toorn, Agent.

5079

THE UNION LINE,

E. L. Boas, General Passenger Manager.

Rules and Regulations of the Conference.

The following Rules and Rates of this Conference, relating to Steerage Passages, will be strictly enforced.

Petitioner's Exhibit 222-G

5080

Rates for Outward, Prepaid and Round Trip Steerage Passages.

Out- ward.	Pre- paid.	Round Trip.
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By the Compagnie Générale Transatlantique (French Line,) Express Service, by Steamer "La Touraine"—		
Between New York and Havre	\$26.00	27.50 50.50
By the Compagnie Générale Transatlantique (French Line)—Other Steamers—		
Between New York & Havre	24.50	24.00 45.50
By the Hamburg-American Packet Company, Express Service—		
Between New York and Hamburg, Southampton, London, and Stations in the South of England ..	26.00	30.00 53.00
By the Hamburg-American Packet Company, Regular Service—		
Between New York and Hamburg, London and Havre	23.00	27.50 47.50
By the Hamburg-American Packet Company, Baltimore Service—		
Between Baltimore and Hamburg	22.50	25.00 44.50
By the Hamburg-American Packet Company, Stettin Service (Baltic Line)—		
Between New York and Stettin	21.00	25.00 43.00
By the Nord-Deutscher Lloyd, New York Express Service—		
Between New York and Bremen, Southampton, London and Stations in the South of England ..	26.00	30.00 53.00
By the Nord-Deutscher Lloyd, New York Regular Service—		
Between New York and Bremen	24.00	27.50 48.50
By the Nord-Deutscher Lloyd, Baltimore Service—		
Between Baltimore and Bremen	22.50	25.00 44.50
By the Red Star Line, New York Service—		
Between New York and Antwerp or London	21.50	27.50 46.00
By the Red Star Line, Philadelphia Service—		
Between Philadelphia and Antwerp or London ...	21.00	23.00 41.00

5081

5082

Petitioner's Exhibit 222-G

5083

By the Royal Netherlands and United States Mail
Line—New York Service—

Between New York and Boulogne-sur-Mer, Rotterdam, Amsterdam or London

21.00 26.50 44.50

By the Royal Netherlands and United States Mail
Line—

Baltimore Service—

Between Baltimore and Rotterdam, Amsterdam or
London

21.00 26.50 44.50

By the Union Line—

Between New York and Hamburg

22.00 25.00 44.00

RATES FOR CHILDREN.

5084

Children under 12 years, half of above rates.

Infants Under 12 months

2.00 2.00 4.00

COMMISSIONS TO SUB-AGENTS.

Which shall cover all charges of every nature, by all

Lines, per Adult

2.00 2.00 4.00

For Children, half Commission. For Infants, no Commission allowed.

NOTE.—For the cancellation of Steerage Passage Tickets, a deduction of 10 per cent. and Agent's Commission will be made, and the surrender of the ticket or prepaid order will be required.

5085

THE ATTENTION OF AGENTS IS ESPECIALLY DIRECTED TO THE FOLLOWING RULES AND REGULATIONS OF THIS CONFERENCE. ANY AGENT WHO SHALL NOT COMPLY THEREWITH WILL BE FINED OR DISQUALIFIED, AS THE CONFERENCE MAY DECIDE.

1. Steerage passengers booked through to or from inland points in Europe or to inland points in America,

Petitioner's Exhibit 222-G

5086

must be charged the actual Tariff inland rates, in addition to the Conference Ocean rate.

2. The actual amount received for passage money must always be entered on the passage ticket, which must also bear the actual date and place of sale. There must be no return or division of any portion of the commission, no deduction from the inland fare, and no improper inducements held out, directly or indirectly, to purchasers of tickets.

Notice is hereby given that no Agent may employ Sub-Agents and divide commissions with them.

5087

3. No Agent will be allowed to issue certificates or orders for prepaid passage, drawn on any person or company other than the General Agent at New York, Philadelphia or Baltimore of the Conference Line actually employing such Agent; nor to advise such orders to any person other than the General Agent by whom the agent is appointed.

4. Agents must in all cases adhere strictly to the Conference rates—no drawbacks, discounts, credits, commissions, presents or allowances of any description, made with a view to influencing passengers, shall be permitted.

5088

5. No commission shall be paid to Agents on letters or cards of introduction. No agent shall be deemed entitled to a commission except on the actual issue of a ticket, and direct receipt by him, of the passage money.

6. No Agent shall send, or allow others to send, his tickets to the City of New York, or other places, for sale.

7. Any Agent who shall be reported to be in default to a Conference Line, shall be dismissed and disqualified.

8. No Agent of a Conference Line shall book passengers by any steamer of any Line not represented by a member of this Conference, of the Mediterranean Conference or of the North Atlantic Steam Traffic Conference, or by a party to the Scandinavian agreement.

9. Bill posting must be restricted at all places to the premises of the several Lines or their Agents.

10. It is in violation of the spirit of Conference to allow credit to be given for a part or the whole of the purchase money, on the sale of either outward or prepaid tickets. Part payments for prepaid tickets shall not be allowed. 5090

11. No circular or publication of any kind shall be issued, reflecting upon or instituting any unfavorable comparison with any Conference Line.

12. Any Agent who shall sell a passage ticket under false representations as to the Line or the route by which the passenger is to be transported, shall be dismissed and disqualified.

13. When an Agent advertises a rate for passage to or from Europe, he must name the line by which such rate is available. 5091

14. Agents shall not be entitled to commission on tickets purchased to test the observance of Rules, even though no Rule may have been violated in making the sale.

15. No Agent shall be justified in allowing commissions, or committing any breach of the Conference rules, because some other Agent may be doing so. It shall be the duty of every Agent to adhere strictly to the rules, and to report any violation thereof that may come to his knowledge, to the Secretary, or to some member of the Conference.

LAWSON SANDFORD,

Secretary.

New York, April 9, 1892.

5092

Petitioner's Exhibit 222-H.

Circular No. 8—Third Series. This cancels all former circulars.

THE CONTINENTAL CONFERENCE.

Composed of

THE HAMBURG AMERICAN PACKET CO.
New York, Boston, Philadelphia and Baltimore
Services.

Emil L. Boas, General Passenger Manager, New York.

5093

THE NORTH GERMAN LLOYD STEAMSHIP CO.
New York Service,
Oelrichs & Co., General Agents, New York.

THE NORTH GERMAN LLOYD STEAMSHIP CO.
Baltimore Service,
A. Schumacher & Co., General Agents, Baltimore.

THE RED STAR LINE,
New York and Philadelphia Services,
International Navigation Co.,
New York and Philadelphia,
By James A. Wright, Jr., 2nd Vice-President.

5094

THE ROYAL NETHERLANDS & U. S. M. LINE,
New York and Baltimore Services,
W. H. Van Den Toorn, General Agent, New York.

THE UNION LINE,
Hamburg—New York,
Emil L. Boas, General Passenger Manager, New York.

To all Country Agents.

Dear Sirs: The above Steamship Lines, composing this Conference, have withdrawn all ticket-books from Agents in New York City and vicinity.

By this action, the business properly belonging to their Agents throughout the Country will be better protected.

Particular attention is called to the following Rule of Conference, which will be rigidly enforced, namely:

No Agent shall send, or allow others to send, his Tickets to the City of New York, or other places, for sale.

Any Agent who shall not comply with this Rule, or the following Rules and Regulations of the Conference will be fined or disqualified as the Conference may decide.

5096

Rules and Regulations of the Conference.

1. Steerage passengers booked through to or from inland points in Europe or to inland points in America must be charged the actual Tariff inland rates, in addition to the Conference Ocean rate.

2. The actual amount received for passage money must always be entered on the passage ticket, which must also bear the actual date and place of sale. There must be no return or division of any portion of the commission, no deduction from the inland fare, and no improper inducements held out, directly or indirectly, to purchasers of tickets.

5097

Notice is hereby given that no Agent may employ Sub-Agents and divide commissions with them.

3. No Agent will be allowed to issue certificates or orders for prepaid passage, drawn on any person or company other than the General Agent at New York, Philadelphia or Baltimore of the Conference Line actually employing such Agent; nor to advise such orders to any person other than the General Agent by whom the agent is appointed.

5098

Petitioner's Exhibit 222-H

4. Agents must in all cases adhere strictly to the Conference rates—no drawbacks, discounts, credits, commissions, presents or allowances of any description, made with a view to influencing passengers, shall be permitted.

5. No commission shall be paid to Agents on letters or cards of introduction. No agent shall be deemed entitled to a commission except on the actual issue of a ticket, and direct receipt, by him, of the passage money.

5099

6. No Agent shall send, or allow others to send, his tickets to the City of New York, or other places for sale.

7. Any Agent who shall be reported to be in default to a Conference Line shall be dismissed and disqualified.

8. No Agent of a Conference Line shall book passengers by any Steamer of any Line not represented by a member of this Conference, of the Mediterranean Conference or of the North Atlantic Steam Traffic Conference, or by a party to the Scandinavian agreement.

5100

9. Bill posting must be restricted at all places to the premises of the several Lines or their Agents.

10. It is in violation of the spirit of Conference to allow credit to be given for a part or the whole of the purchase money, on the sale of either outward or prepaid tickets. Part payments for prepaid tickets shall not be allowed.

11. No circular or publication of any kind shall be issued, reflecting upon or instituting any unfavorable comparison with any Conference Line.

Petitioner's Exhibit 222-H

5101

12. Any Agent who shall sell a passage ticket under false representations as to the Line or the route by which the passenger is to be transported shall be dismissed and disqualified.

13. When an Agent advertises a rate for passage to or from Europe, he must name the line by which such rate is available.

14. Agents shall not be entitled to commission on tickets purchased to test the observance of Rules, even though no Rule may have been violated in making the sale.

5102

15. No agent shall be justified in allowing commissions or committing any breach of the Conference rules because some other Agent may be doing so. It shall be the duty of every Agent to adhere strictly to the rules, and to report any violation thereof that may come to his knowledge, to the Secretary or to some member of the Conference.

LAWSON SANDFORD,
Secretary.

New York, January 27, 1894.

5103

5104

Petitioner's Exhibit 222-I.

Circular No. 9—Third Series.

THE CONTINENTAL CONFERENCE.

Composed of

THE HAMBURG AMERICAN PACKET CO.
New York, Boston, Philadelphia and Baltimore
Services,
Emil L. Boas, General Passenger Manager, New York.

5105 THE NETHERLANDS LINE,
New York and Baltimore Services,
W. H. Van Den Toorn, General Agent, New York.

THE NORTH GERMAN LLOYD STEAMSHIP CO.
New York Service,
Oelrichs & Co., General Agents, New York.

THE NORTH GERMAN LLOYD STEAMSHIP CO.,
Baltimore Service,
A. Schumacher & Co., General Agents, Baltimore.

5106 THE RED STAR LINE,
New York and Philadelphia Services,
International Navigation Company,
New York and Philadelphia,
James A. Wright, Jr., 2nd Vice-President.

THE UNION LINE,
Hamburg—New York,
Emil L. Boas, General Passenger Manager, New York

To all Country Agents.

Dear Sirs:

The above Steamship Lines, composing this Conference, desire to call your special attention to Continental Conference Circular No. 8, Third Series, dated

January 27th, 1894, containing the Conference Rules and Regulations, and to inform you that a number of Agents have been within a short time, disqualified or heavily fined for infraction and violation of these Rules and Regulations, particularly Rule No. 6.

Particular attention is directed to the following Rules of Circular No. 8:

No. 6. No Agent shall send, or allow others to send, his tickets to the City of New York, or other places for sale.

No. 2. The actual amount received for passage money must always be entered on the passage ticket, which must also bear the actual date and place of sale. There must be no return or division of any portion of the commission, no deduction from the inland fare, and no improper inducements held out, directly or indirectly, to purchasers of tickets. 5108

Notice is hereby given that no Agent may employ sub-agents and divide commissions with them.

No. 3. No Agent will be allowed to issue certificates or orders for prepaid passage, drawn on any person or company other than the General Agent at New York, Philadelphia or Baltimore of the Conference Line actually employing such Agent; nor to advise such orders to any person other than the General Agent by whom the Agent is appointed. 5109

No. 15. No Agent shall be justified in allowing commissions, or committing any breach of the Conference Rules, because some other Agent may be doing so. It shall be the duty of every Agent to adhere strictly to the Rules and to report any violation thereof that may come to his knowledge, to the Secretary of the Conference.

LAWSON SANDFORD,
Secretary.

New York, March 10th, 1894.

5110

Petitioner's Exhibit 222-J.

Circular No. 10—Third Series. This cancels all former circulars.

THE CONTINENTAL CONFERENCE.

Composed of

THE COMPAGNIE GÉNÉRALE TRANSATLANTIQUE.

(French Line),

New York-Harve,

A. Forget, General Agent, New York.

5111

THE HAMBURG AMERICAN LINE,

New York, Boston, Philadelphia and Baltimore
Services,

Emil L. Boas, General Passenger Manager, New York.

THE NETHERLANDS-AMERICAN LINE,

New York and Baltimore Services,

W. H. Van Den Toorn, General Agent, New York.

THE NORTH GERMAN LLOYD STEAMSHIP CO.

New York Service and Roland Line,

Oelrichs & Co., General Agents, New York.

THE NORTH GERMAN LLOYD STEAMSHIP CO.,

Baltimore Service and Roland Line,

5112

A. Schumacher & Co., General Agents, Baltimore.

THE RED STAR LINE,

New York and Philadelphia Services,

International Navigation Company,

New York and Philadelphia,

James A. Wright, Jr., 2nd Vice-President.

THE UNION LINE,

Hamburg—New York,

Emil L. Boas, General Passenger Manager, New York.

To all Agents.

Dear Sirs:

The above Steamship Lines, composing this Conference, have materially reduced the number of agents employed by them in New York City and vicinity.

The agents retained have made a deposit in cash as an evidence of their good faith in carrying out the Rules and Regulations of Conference.

Particular attention is directed to the following Rules of Conference:

No agent will be allowed to issue certificates or orders for prepaid passage, drawn on any person or company other than the General Agent at New York, Philadelphia or Baltimore of the Conference Line actually employing such Agent; nor to advise such orders to any person, in Europe or America, other than the General Agent by whom the Agent is appointed. 5114

No Agent shall send, or allow others to send, his tickets to the City of New York, or other places for sale. Nor will any Agent be allowed to sell tickets to former or disqualified Agents of Conference Lines.

Any Agent who shall not comply with these Rules or the following Rules and Regulations of the Conference will be fined or disqualified as the Conference may decide. 5115

Rules and Regulations of the Conference.

1. Steerage passengers booked through to or from inland points in Europe or to inland points in America must be charged the actual Tariff inland rates in addition to the Conference Ocean rate. These rates will always be furnished on application.

2. The actual amount received for passage money must always be entered on the passage ticket which

Petitioner's Exhibit 222-J

5116

must also bear the actual date of issue and place of sale. There must be no return or division of any portion of the commission, no deduction from the inland fare, and no improper inducements held out, directly or indirectly to purchasers of tickets.

Notice is hereby given that no Agent may employ Sub-Agents and divide commissions with them.

5117

3. No Agent will be allowed to issue certificates or orders for prepaid passage, drawn on any person or company other than the General Agent at New York, Philadelphia or Baltimore of the Conference Line actually employing such Agent; nor to advise such orders to any person, in Europe or America, other than the General Agent by whom the agent is appointed.

4. Agents must in all cases adhere strictly to the Conference rates—no drawbacks, discounts, credits, commissions, presents or allowances of any description, made with a view to influencing passengers shall be permitted.

5118

5. No commission shall be paid to Agents on letters or cards of introduction. No agent shall be deemed entitled to a commission except on the actual issue of a ticket, and direct receipt by him, of the passage money.

6. No Agent shall send, or allow others to send, his tickets to the City of New York, or other places for sale. Nor will any Agent be allowed to sell tickets to former or disqualified agents of Conference Lines.

7. Any Agent who shall be reported to be in default to a Conference Line, shall be dismissed and disqualified.

8. No Agent of a Conference Line shall book passengers by any Steamer of any Line not represented by a member of this Conference of the Mediterranean

Conference or of the North Atlantic Steam Traffic Conference or by a party to the Scandinavian agreement.

9. Bill posting must be restricted at all places to the premises of the several Lines or their Agents.

10. It is in violation of the spirit of Conference to allow credit to be given for a part or the whole of the purchase money, on the sale of either outward or prepaid tickets. Part payments for prepaid tickets shall not be allowed.

11. No circular or publication of any kind shall be issued, reflecting upon or instituting any unfavorable comparison with any Conference Line. Nor shall any Agent support or advertise in any newspaper or publication that may attack a Conference Line. 5120

12. Any Agent who shall sell a passage ticket under false representations as to the Line or the route by which the passenger is to be transported shall be dismissed and disqualified.

13. When an Agent advertises or offers a rate for passage to or from Europe, he must name the line by which such rate is available.

14. Agents shall not be entitled to commission on tickets purchased to test the observance of rules, even though no rule may have been violated in making the sale. 5121

15. No agent shall be justified in allowing commissions, or committing any breach of the Conference rules, because some other Agent may be doing so. It shall be the duty of every Agent to adhere strictly to the rules and to report any violation thereof that may come to his knowledge, to the Secretary of the Conference.

LAWSON SANDFORD,

Secretary.

19 Broadway, New York, September 1st, 1895.

5122

Petitioner's Exhibit 222-K.

Circular No. 13—Third Series.

THE CONTINENTAL CONFERENCE.

No. 19 Broadway,
New York, April 5, 1905.

Agents are advised that the Austro-Americana Line
and the Cunard Line are members of Conference.

Yours truly,

AUSTRO-AMERICANA LINE.
CUNARD LINE.
FRENCH LINE.
HAMBURG-AMERICAN LINE.
HOLLAND-AMERICA LINE.
NORTH GERMAN LLOYD.
RED STAR LINE.
UNION LINE.

5123

5124

Petitioner's Exhibit 222-L.

5125

Circular No. 14—Third Series.

THE CONTINENTAL CONFERENCE.

No. 19 Broadway,
New York, May 23, 1905.

Agents are hereby instructed not to book via Genoa or Naples third class passengers *destined to Continental points.*

It will be considered a violation of this regulation if agents attempt to book passengers of Continental nationalities (such as Austrians, Croatians, Dalmatians, Galicians, Germans, Hungarians, Russians, Slavenians, etc.) to any point in Italy.

5126

Only *bona fide Italian and Oriental passengers* may be booked to or via Italian ports.

Yours truly,

AUSTRO-AMERICANA LINE.
CUNARD LINE.
FRENCH LINE.
HAMBURG-AMERICAN LINE.
HOLLAND-AMERICA LINE.
NORTH GERMAN LLOYD.
RED STAR LINE.

5127

5128

Petitioner's Exhibit 222-M.

Circular No. 15—Third Series. This cancels all former Circulars except No. 14, of May 23, 1905.

THE CONTINENTAL CONFERENCE.

AUSTRO-AMERICANA.

CUNARD LINE.

FRENCH LINE.

HAMBURG-AMERICAN LINE.

HOLLAND-AMERICA LINE.

NORTH GERMAN LLOYD.

RED STAR LINE.

5129

RUSSIAN-AMERICAN LINE.

To all Agents.

The Rules and Regulations of each of the Lines, covering all of their several Services, as now in force, and which relate to first class, second class and third class or steerage passengers are reprinted below for the convenience and guidance of agents.

The agents must comply with the letter and spirit of these Rules and Regulations, under the alternative of loss of agency or such other action as may be warranted in each case.

5130

Agents are especially requested in compliance with a Rule below, to report any violation of the Rules and Regulations that may come to their knowledge, with proof to the Conference.

Each Line will fix and will announce on its own circulars the rates of passage by its steamers and the commissions to be retained by its agents.

The Rules and Regulations are as follows:

1. All tickets must be sold at current tariff rates. The entire amount of commission granted by the Line may be retained by its agents. All drawbacks, dis-

counts, credits, commissions, presents or allowances, of any description, made with a view of influencing passengers, are prohibited. No improper inducements shall be held out, directly or indirectly, to purchasers of tickets, whether by offer in letter, circular or newspaper advertisement or otherwise.

2. Steerage passengers booked through to inland points in Europe or to or from inland points in America, on both outward (Eastbound) and prepaid (Westbound) business, shall be charged the actual tariff inland American and/or European rail rates in addition to the ocean fare, except where special through rates are authorized by circular of a Steamship Line. 5132

3. The actual amount received for passage money must always appear on the passage ticket, which must also bear the actual date of issue and place of sale. Advices of all sales must be sent to the General Agents *promptly* accompanied by remittance.

4. No commission will be paid by any Line to agents on letters or cards of introduction. No agent shall be entitled to a commission except on the actual issue of a ticket and direct receipt by him of the passage money.

No agent shall accept any commission or allowance of any description from any person, firm or company, in Europe or in America, on the business he transacts except the commission granted him by the Conference Line or Lines he represents by direct appointment. 5133

5. No agent shall send or allow others to send his tickets outside of his own office for sale. No agent shall sell tickets to or have dealings with former or disqualified agents, peddlers, runners or persons of any sort, endeavoring to do steamship business, nor shall he be allowed to employ agents of any description, or any person to solicit steamship business in front of his office.

Petitioner's Exhibit 222-M

5134

6. Agents shall be allowed to sell passage tickets only in the office for which they have been appointed. No agent shall be allowed to sell tickets for a line he does not represent or assist in any way to procure such tickets. No agent shall be allowed to sell tickets to another agent over any line which the latter does not represent. Agents are prohibited from advertising themselves as agents for, or to do business in any way over, Lines they are not authorized to represent by direct appointment.

5135

7. No agent shall hold or accept for sale any form of tickets other than those supplied him by the Conference Line or Lines he represents. No agents shall issue orders, certificates, passage contracts or tickets of his own or of any other individual or firm, etc., nor shall he be permitted to issue orders, certificates, passage contracts or tickets on private correspondents or firms in Europe or elsewhere for outward or prepaid business. Nor to advise the names or addresses of prepaid passengers to any one in Europe or elsewhere.

5136

8. Any agent who shall be ascertained to be in default to a Line, Member of this Conference or of the Mediterranean Conference or of the North-Atlantic Passenger Conference, shall thereupon be dismissed and disqualified by all the Lines, Members of these Conferences.

9. Agents are prohibited from booking passengers for any steamer except those of the Lines, Members of the Continental, the Mediterranean and the North-Atlantic Passenger Conferences, unless Conference gives express permission in writing. Agents are prohibited from selling passage tickets under false representations as to the line or the route by which the passenger is to be transported.

10. *Advertising.*

(a) By the term Advertisement shall be covered all posters, circulars, handbills or other announcements in regard to Steamship business, newspaper advertising, paid reading notices, etc.

(b) All advertisements shall conform to the truth.

(c) No comparison shall be made in any advertisement or verbal statement made, reflecting upon or instituting unfavorable comparisons between one Line or steamer and any other.

(d) All advertisements shall contain the date and place of issue. 5138

(e) All advertisements or offers otherwise of a rate of passage to or from Europe shall include the name of the Line and service (and/or steamer if more than one rate applies to its steamers) over which the rate is available and with a rate advertised or offered otherwise in the interior a clear statement shall be made whether it is for ocean passage or for through ocean and rail passage and showing the class of accommodation covered thereby.

(f) All advertisements announcing reductions in rates shall include the actual rates. 5139

(g) No cut of a steamer not employed in the North Atlantic trade of a Line, Member of Conference, shall be used in an advertisement.

(h) No claim shall be made in an advertisement of a greater size for a steamer than the gross registered tonnage of such steamer as published in Lloyd's Register, the Bureau Veritas or Germanischer Lloyd.

(i) Bill posting must be restricted at all places to the immediate premises of each agent.

Petitioner's Exhibit 222-M

5140

(k) No agent shall advertise himself as a "general agent" or "general passenger agent" on letterheads or otherwise.

5141

11. No advices of prepaid steerage tickets will be accepted by any Line unless the passengers are booked through to final destination on Steamship Company's blanks. Agents must remit immediately upon the sale of a prepaid steerage ticket for the ocean and inland transportation to either the General Agency at the port of landing in America of the Steamship Company by which the prepaid passenger is to be forwarded or to the official General Passenger Agency of such company in the interior in whose territory the agent is located.

12. When an agent is disqualified the sale of Steamship tickets for all classes of business at his place or places of business and/or residence is thereby prohibited.

By the term "agent" is covered the individual or the members of a firm employed as agent.

The members of a firm declared disqualified are therefore also declared to be individually disqualified.

5142

13. Agents will be held responsible for all transactions, relating to the business of the Lines, carried on in their offices or premises whether by themselves or others.

14. Agents shall not be entitled to commission on tickets purchased to test the observance of rules, even though no rule may have been violated in making the sale.

15. No agent shall be justified in committing any breach of these Rules, because some other agent may be doing so. It shall be the duty of every Agent to adhere strictly to the Rules, and to report any violation thereof that may come to his knowledge *with proof, in the form of an affidavit* to the Conference.

19 Broadway,
New York, August 15, 1905.

Petitioner's Exhibit 222-N.

5143

Circular No. 16—Third Series.

THE CONTINENTAL CONFERENCE.

No. 19 Broadway,
New York, July 2, 1906.

Agents are advised that the Russian East Asiatic
Steamship Company, Emil L. Boas, General Agent, is
a member of Conference.

Yours truly,

AUSTRO-AMERICANA LINE.

CUNARD LINE.

5144

FRENCH LINE.

HAMBURG-AMERICAN LINE.

HOLLAND-AMERICA LINE.

NORTH GERMAN LLOYD.

RED STAR LINE.

RUSSIAN EAST ASIATIC S. S. CO.

UNION LINE.

5145

5146

Petitioner's Exhibit 222-O.

Circular No. 17—Third Series.

THE CONTINENTAL CONFERENCE.

No. 19 Broadway,
New York, December 27, 1906.

Agents are advised that the Russian East Asiatic
Steamship Company, Ltd., have this day resigned their
Conference Membership.

Yours truly,

5147

AUSTRO-AMERICANA LINE.
CUNARD LINE.
FRENCH LINE.
HAMBURG-AMERICAN LINE.
HOLLAND-AMERICA LINE.
NORTH GERMAN LLOYD.
RED STAR LINE.
RUSSIAN EAST ASIATIC S. S. CO., LTD.
UNION LINE.

5148

Petitioner's Exhibit 222-P.

5149

Circular No. 18—Third Series.

THE CONTINENTAL CONFERENCE.

No. 19 Broadway,
New York, March 2, 1907.

Question having been asked by several agents, it is hereby advised that the Russian East Asiatic Steamship Company, Ltd., *retired* from Conference Membership on December 27, 1906.

The undernoted Lines *only* are members of Conference :

5150

AUSTRO-AMERICANA LINE.
CUNARD LINE.
FRENCH LINE.
HAMBURG-AMERICAN LINE.
HOLLAND-AMERICA LINE.
NORTH GERMAN LLOYD.
RED STAR LINE.
UNION LINE.

5151

5152

Petitioner's Exhibit 222-Q.

Circular No. 19—Third Series.

THE CONTINENTAL CONFERENCE.

No. 19 Broadway,
New York, March, 1908.Agents are advised that the undersigned only are
members of The Continental Conference:

5153

AUSTRO-AMERICANA.
CUNARD LINE.
FRENCH LINE.
HAMBURG-AMERICAN LINE.
HOLLAND-AMERICA LINE.
NORTH GERMAN LLOYD.
RED STAR LINE.

5154

Petitioner's Exhibit 222-R.

5155

Circular No. 20—Third Series.
Reaffirming Circular 14.

THE CONTINENTAL CONFERENCE.

No. 19 Broadway,
New York, April 9, 1908.

Agents are hereby instructed not to book via Genoa or Naples third class passengers *destined to Continental points*.

It will be considered a violation of this regulation if agents attempt to book passengers of Continental nationalities (such as Austrians, Croatians, Dalmatians, Galicians, Germans, Hungarians, Russians, Slavonians, etc.) to any point in Italy. 5156

Only *bona fide Italian and Oriental passengers* may be booked to or via Italian ports.

AUSTRO-AMERICANA.

CUNARD LINE.

FRENCH LINE.

HAMBURG-AMERICAN LINE.

HOLLAND-AMERICA LINE.

NORTH GERMAN LLOYD.

RED STAR LINE.

5157

5158

Petitioner's Exhibit 222-S.

Circular No. 21—Third Series.

THE CONTINENTAL CONFERENCE.

No. 19 Broadway,
New York, September 1, 1908.

Agents are advised that the Russian-American Line
(Russian East Asiatic S. S. Co., Ltd.) is a member
of Conference.

5159

AUSTRO-AMERICANA.
CUNARD LINE.
FRENCH LINE.
HAMBURG-AMERICAN LINE.
HOLLAND-AMERICA LINE.
NORTH GERMAN LLOYD.
RED STAR LINE.
RUSSIAN-AMERICAN LINE.

5160

Petitioner's Exhibit 222-T.

5161

Montreal,
Portland,
Quebec,
Boston,
New York,
Philadelphia,
Baltimore,

February, 1909.

To our Agents:

Attention of our agents is called to the long standing rule of the Lines, which reads:

"Agents are prohibited from booking passengers for any steamer except those of the Lines, members of the Continental, the Mediterranean and the North-Atlantic Passenger Conferences, unless Conference gives express permission in writing. Agents are prohibited from selling passage tickets under false representations as to the Line or the route by which the passenger is to be transported."

5162

Agents are advised that the undersigned comprise the full list of members of

The Continental Conference:

AUSTRO-AMERICANA.
CUNARD LINE.
FRENCH LINE.
HAMBURG-AMERICAN LINE.
HOLLAND-AMERICA LINE.
NORTH GERMAN LLOYD.
RED STAR LINE.
RUSSIAN-AMERICAN LINE.

5163

5164

Petitioner's Exhibit 222-T

The North-Atlantic Passenger Conference:

ALLAN LINE.

AMERICAN LINE.

ANCHOR LINE.

CANADIAN PACIFIC RAILWAY.

(Atlantic Steamship Lines.)

CUNARD LINE.

DONALDSON LINE.

SCANDINAVIAN-AMERICAN LINE.

WHITE STAR LINE.

WHITE STAR-DOMINION LINE.

5165

5166

Petitioner's Exhibit 223.

5167

*Re-British Conference Agreement.*THE NORTH ATLANTIC PASSENGER
CONFERENCE.

Meeting No. 3.

Minutes of a Meeting of Representatives of The North Atlantic Passenger Conference held at No. 19 Broadway, New York, on Thursday, April 23d, 1896, at 11 o'clock, A. M., for the purpose of acting upon Rules and Regulations for the government of business in America.

5168

Present :

Allan Line:

Mr. Andrew A. Allan.

Mr. George Hannah.

Allan-State Line:

Mr. R. Baldwin.

American Line:

Mr. James A. Wright.

Mr. Arthur Lederer.

Anchor Line:

Mr. D. Henderson.

Mr. W. Coverly.

5169

Beaver Line:

Mr. George A. Ringland.

Cunard Line:

Mr. Robert Floyd.

Dominion Line:

Mr. R. F. Macfarlane.

White Star Line:

Mr. Harold A. Sanderson.

Mr. H. Maitland Kersey.

Mr. S. S. Cortis.

Petitioner's Exhibit 223

5170

20. On motion, it was

Resolved, that Mr. William Coverly act as Chairman of the meeting.

21. Read, Minutes of the Meetings held on January 9 and 10, 1896, which were confirmed.

22. The Rules and Regulations (awaiting ratification) appearing at the foot of the Minutes of the Meetings held January 9 and 10, 1896, were then read, section by section, and as amended and ratified appear below.

5171

23. On motion, it was

Resolved, that Messrs. Kersey, Wright and Hannah be appointed a committee to nominate the Arbitrators, consulting with the Chicago representatives with respect to the Chicago Arbitrator.

24. On motion, it was

Resolved, that the Rules and Regulations of the North Atlantic Passenger Conference shall go in effect, subject to final approval, on and after Monday, May 17th, 1896; and that Conference circulars reciting the Rules and Regulations for the government of sub-agents be printed, to be mailed by the Lines individually to their agents not later than May 13th, 1896.

5172

25. The Secretary was instructed to confer with the representatives of the Thingvalla Line in America as provided for under Minute 11 and to request that this company make a deposit as required by Rule 8.

26. The Minutes of the Meeting held January 16, 1896, were then taken up and confirmed as a correct record of the proceedings of that meeting. They were acted upon as follows:

Mr. Ringland stated that the Beaver Line can only consider rates, commissions and rules for first and second cabin business entirely apart from the Rules and Regulations governing steerage business.

Mr. Floyd stated that he was not authorized to vote on matters connected with cabin or second cabin business.

SECOND CABIN BUSINESS.

27. On motion, it was

Resolved, that the equivalent (calculated at \$5 being equal to £1, Sterling) of the rates and commissions provided for in the Liverpool agreement of April 8, 1896, for Westbound second cabin business be adopted and put in force on and after for 5174
Eastbound business, except that all steamers when carrying cattle be allowed a differential of \$2.25 off the lowest rate, and also except that commission be fixed at 5%, with a minimum of \$3 for a single and \$5, for a round trip passage.

FIRST CABIN BUSINESS.

28. On motion, it was

Resolved, that for the steamers "Campania," "Lancania," "Umbria," "Etruria," "Majestic," "Teutonic," "Paris," "New York," "St. Paul," "St. Louis," the minimum first cabin rate shall be \$75. 5175

The minimum rate for the steamers "Servia," "Aurania," Cunard Boston steamers, "City of Rome," "Britannic," "Germanic," "Adriatic," "Berlin," "Chester," shall be \$60.

The minimum rate for the steamers of the Allan and Dominion Lines shall be \$52.50.

The minimum rate for the steamers of the Beaver Line shall be \$50 for single passage by all steamers, excepting that for the steamer "Lake Winnipeg" a minimum rate of \$45 may be charged for Eastbound business as per separate agreement for cabin business

5176

Petitioner's Exhibit 223

between the Canadian Lines, and \$95 for minimum round trip passage.

And that these rates shall take effect on and after (Min. 15, 16).

29. On motion, it was

Resolved, that on all first cabin rates of \$75 and upward the reduction to be allowed for round trip passage shall be not greater than 10% of the combined East and Westbound rates.

30. On motion, it was

5177

Resolved, that commission to sub-agents on first Cabin business shall not be more than 5% of the passage money, with a minimum of \$4 per adult for each single passage.

31. On motion, it was

Resolved, that the recommendation contained in Minute 19 be put in effect on and after October 1, 1896, subject to approval of the Continental and Mediterranean Conferences.

32. On motion, it was

5178

Resolved, that any Line shall be at liberty to retire from those agreements respecting cabin and second cabin business, on giving fourteen clear days' notice in writing to the secretary of intention so to do.

Adjourned.

Confirmed.

WILLIAM COVERLY,
Chairman.

Lawson Sandford,
Secretary.

RULES AND REGULATIONS FOR A NORTH ATLANTIC PASSENGER CONFERENCE.

Ratified in New York, April 23, 1896 (Minute 22).

Amended, May 15, 1896 (Minute 36).

1. WHEREAS, it is desirable that the Steamship Lines engaged in the North Atlantic trade, having their terminal ports in Great Britain, should combine and organize an Association to make Rules and Regulations for the proper conduct of their business in America.

2. RESOLVED, That the Lines establish in New York an Association to be known as the North Atlantic Passenger Conference to adopt such Rules and Regulations for the working of the passenger business on this side of the Atlantic as may be considered necessary or desirable for the best interests of the trade. 5180

3. RESOLVED, That the Lines party thereto and forming such Association shall comprise the following, viz: Allan Line—Montreal-Liverpool, Glasgow-Boston and Allan State Line, American Line—New York-Southampton, Philadelphia-Liverpool, Anchor Line, Beaver Line, Cunard Line—New York-Liverpool, Boston-Liverpool, Dominion Line, White Star Line. And that the Conference shall be considered as established, and its obligations binding, so soon as these presents are ratified and approved by the representatives of all the Lines. 5181

4. RESOLVED, That the members of this Conference agree, one with the other, to faithfully abide by and fulfill every rule and obligation adopted at its meetings and embodied in the minutes thereof, in spirit as well as letter, and to consider and maintain all questions and actions that may be considered or adopted in connection herewith, as sacred and confidential and this undertaking is considered as made upon honor.

GENERAL RULES FOR STEERAGE
BUSINESS.

5. Meetings of the representatives of the Lines parties hereto may be called at the request of any Line, at any time, by written notice to the Secretary, and by him to the members, stating so far as practicable the business to be presented for consideration, the notices calling such meetings to be mailed or delivered to members at least 48 hours before the time fixed for meeting.

5183 6. The presence of the representatives of three Lines shall constitute a quorum; but no Line shall be bound by any act or resolution adopted in the absence of its representatives, unless the same be subsequently approved in writing by that Line. All action must be unanimously agreed to before becoming operative. And, unless otherwise provided, such action shall become operative 48 hours after delivery to the several parties of the Minutes in which it is recorded.

7. The chair shall be taken by the representatives of the several Lines in rotation, in the alphabetical order of the names of their respective Lines.

5184 8. The sum of \$1,000 shall be deposited upon the ratification of these presents, by each of the Several Lines, in the Union Trust Company of New York to credit of the Conference, and by such Company to be held as security for, and if necessary in satisfaction of, any penalty imposed by award of the Arbitrator for violation of Rules, and said deposit of \$1,000 must at all times during the continuance of this Agreement be kept good by the several Lines.

9. Mr. James A. Wright is appointed to act as Trustee for the deposits made under Rule 8, and such deposits shall be subject to the joint order of the Trustee and the Arbitrator.

10. Mr. Lawson Sandford is hereby appointed Secretary at the pleasure of the Conference, his remuneration to be fixed at the rate of \$3,000 per annum from all Lines represented, which sum shall include the use of a Room for Meetings, expense of printing the Minutes, etc., and which shall be apportioned *pro rata* according to number of steerage passengers East and Westbound, carried by the several Lines, during the year preceding

11. Meeting of the Heads of Passenger Departments shall be held whenever necessary to consider and make such recommendations as they may deem necessary for the proper working of the Passenger business under the Agreement, and to take action on complaints against agents. 5186

12. No Line or its Agents shall allow drawbacks, discounts, commissions, presents nor allowances of any description made with a view of influencing passengers.

13. For all Lines from the United States (except for Eastbound Continental business,) the Conference or Common Points in America shall be New York, Boston, Philadelphia and Baltimore, and also for the Cunard Line, Boston Service only, Portland; and for the Canadian Lines, Portland, Boston, St. Johns, N. B., and Halifax, N. S., in Winter, Quebec and Portland in Summer. 5187

Passengers booked to or from other places in America, except as specially provided for in Rule 14, shall pay the actual fare to or from the port of embarkation or debarkation.

For Eastbound business to Great Britain and Ireland the Conference or Common Points in Great Britain and Ireland shall be the same for all Lines, viz.: Liverpool, London, Londonderry, Glasgow, Belfast and

5188

Queenstown. Passengers booked to other places in Great Britain and Ireland shall pay the actual fare from port of debarkation except in the case of the American Line Southampton Service and Liverpool Canadian Lines, who are allowed to include the rail ticket to London only.

For Westbound (prepaid) business from Great Britain and Ireland, the rates are off the port of embarkation in Great Britain and Ireland except in the case of the American Line Southampton Service and Liverpool Canadian Lines who are at liberty to give free tickets from London.

5189

The Common Points in Scandinavia for Eastbound and Westbound business shall be those adopted from time to time by the Liverpool Conference.

14. The through rates to and from all points in the territory covered by the "New England Tariff" shall be computed by adding to the Ocean fare, the actual Inland fare between each place and Boston or New York, whichever may be lowest.

The actual amount of passage money received shall in all cases appear on the ticket, and the amount remitted by Agents shall be this amount, less commission and actual cost of Inland transportation by the cheapest route, to the port of embarkation or from the port of debarkation, except for passengers from Boston and places beyond, who may be forwarded to New York by any Line of Sound Steamers.

5190

15. Any Line party to this Agreement may in cases of emergency, carry passengers for any other party to the Agreement at the net rate received by such other Line for the transportation of such passengers. When passengers are so carried they shall be immediately reported by the carrying Line to the Secretary for the information of the other Lines.

16. The Charity rates shall be uniformly \$15 net for steerage passage by any Line to port of debarkation only, but is only to apply to cases where the said passage money is paid by a *bona fide* Aid Society when granted by special order of the Manager (or Managing Agent). And it shall further be discretionary with the Manager (or Managing Agent) to grant Charity rate or free passage when considered desirable, not exceeding in number, twenty-five per annum.

17. No free or reduced rate tickets, whether saloon, second cabin, intermediate or steerage, shall be issued to "leaders" or others, to advertise, influence or secure steerage passenger business. 5192

18. Commission to Agents, (which shall cover all charges for bill-posting, advertising, exchange, and all other expenses), shall be on all steerage passengers, outward and prepaid, \$2 per adult.

Children, half commission.

Infants, when paid for, 50 cents.

19. The only eligible Agents for New York City and vicinity shall be those included in the Secretary's list, dated October 23, 1895, and no additional Agents shall be appointed except to fill vacancies, of which the Secretary shall be promptly advised, or by unanimous consent. 5193

20. All advertising bills shall be paid directly to and upon the vouchers only of the newspaper publishing the advertisement, or the recognized advertising agent of the Line.

21. No circular or publication shall be issued by any Line reflecting upon or instituting comparisons unfavorable to any other Lines party to this Agreement, and no Line shall support any newspaper which may systematically attack any Conference Line.

Petitioner's Exhibit 223

5194

22. The full amount paid shall be refunded for tickets purchased to test the observance of rules.

23. Should any member of this Conference desire at any time to prefer a claim against any other member for damages arising out of an alleged breach of any Rule adopted by this Conference, he shall give notice in writing to the Secretary, and a like notice to the party complained of, stating the nature and particulars of such charge.

5195

At the expiration of seven days from the date of delivery of such notices, unless satisfactory settlement is arrived at in the meantime, the said charge shall stand referred to the Arbitrator, whose award shall be final; and the plaintiff and defendant shall well and truly abide by, obey and comply with such award.

24. Under this Agreement Mr. F. W. J. Hurst, is hereby appointed Arbitrator in New York, Mr.

, Arbitrator in Chicago and Mr. D. Connelly, Arbitrator in Montreal. The decisions of the Arbitrators shall be final in all cases.

The territory of jurisdiction of the respective Arbitrators shall be as follows:

5196

1. New York—for all points East of Chicago.
2. Chicago—for itself and all points West thereof.
3. Montreal—for all Canada.

25. And party hereto may, at any time, withdraw from this Agreement, upon giving 14 days' previous notice to the Secretary, in writing, of intention so to do.

GENERAL PASSENGER AGENTS.

26. Each Line is restricted to one General Passenger Agent at Chicago, Boston, Philadelphia, San

Francisco or other Pacific Coast point (one point only), Winnipeg and Toronto; and may pay said General Passenger Agent an extra commission not exceeding \$1.00 for each adult steerage passenger, and 50 cents for each child booked through him, provided such General Passenger Agent is not in receipt of a fixed annual salary irrespective of business secured. Such General Passenger Agents may employ sub-Agents, and pay them the regular Agent's commission. General Passenger Agents shall be governed by General Rule 20.

Each Line shall file with the Secretary the name and address of each of their General Passenger Agents, defining the territory over which they are in charge.

5198

The payment of the extra commission of \$1.00 shall apply to the designated General Agency points where the Lines have no offices of their own. (Min. 37.)

AGENTS AND SUB-AGENTS.

27. Agents must in all cases adhere strictly to the gross Tariff rates—all drawbacks, discounts, commissions, presents or allowances, of any description, made with a view of influencing passengers, are prohibited.

28. The actual amount received for passage money must always appear on the passage ticket, which must also bear the actual date of issue, and place of sale. There must be no return or division of any portion of the commission, no deduction from the inland fare, and no improper inducements held out, directly or indirectly to purchasers of tickets.

5199

29. No commission shall be paid to Agents on letters or cards of introduction. No Agent shall be deemed entitled to a commission except on the actual issue of a ticket, and direct receipt by him of the passage money.

Petitioner's Exhibit 223

5200

30. No Agent shall send, or allow others to send his tickets to the City of New York, or any other place, or to any other Agent for sale; and no Agent shall accept or hold for sale any tickets other than those supplied him by a head office or the General Passenger Agent of a Conference Line.

5201

31. No Agent in the City of New York or elsewhere will be permitted to solicit persons at other places to apply to him for passage by the naming of any rate lower than the gross Tariff rate, either personally or by letter, circular or newspaper advertisement.

5202

32. No Agent shall be justified in allowing commissions, or committing any breach of the Conference Rules, because some other Agent may be doing so. It shall be the duty of every Agent to adhere strictly to the Rules, and to report any violation thereof that may come to his knowledge, *with proof*, to the Secretary, or to some party to the Agreement.

33. Except in the territory of the Trunk Lines (as now existing) prepaid tickets shall be issued only for *through passage* to final destination of passenger. No Line or its Agents shall pay Sub-Agents more than the regular official commission on both ocean and inland fare.

34. When an Agent advertises or offers a rate for passage to or from Europe, he must name the Line by which such rate is available.

35. No circular or publication of any kind shall be issued, reflecting upon or instituting any unfavorable comparison with any Conference Line.

36. Bill posting must be restricted at all places to the immediate premises of each Agent.

37. From the amount refunded for unused steerage tickets, there shall be deducted, from the net amount received by the Line for such tickets, a cancellation fee of 10% of the gross passage money, but in the case of *bona fide* purchasers no cancellation fee shall be deducted.

38. Any Agent who shall be reported to be in default to any Line party to this Agreement, shall thereupon be dismissed and disqualified by all other Lines parties hereto.

39. When an Agent is disqualified, the sale of steamship tickets at his place of business and/or residence is thereby prohibited. 5204

40. No Line shall employ any Agent who shall be disqualified for reasons approved at a meeting of the Conference.

41. For any violation of these Rules, and unless otherwise therein provided for, Agents shall for the first offense be fined not exceeding \$100; for the second offense not less than \$100; and for the third offense they shall be disqualified. Nothing, however, herein shall prevent the Conference from disqualifying an Agent for any offense, if circumstances warrant.

5206

Petitioner's Exhibit 224.

Correspondence between Lawson Sandford, H. A. Eschenburg, H. Claussenius & Co., Chicago, in Relation to Matter of Zimmer, Bock & Co., of Chicago.

COPY.

Office of
Chicago Committees
of
The Trans-Atlantic
Passenger Conferences

5207

153 La Salle Street,
Chicago, Mar. 11, 1909.

Mr. Lawson Sandford,
Secretary.

Dear Sir:

Under separate cover I send you copies of the minutes of meeting No. 13, of the Chicago Committee of the American-Atlantic Conference, held Tuesday, March 2, 1909.

5208

In accordance with the motion unanimously adopted (Page 5, 2nd paragraph), also send you all the reports, affidavits, letters, test tickets, ocean and rail, and any other documents enumerated in the minutes together with a transcript of the verbatim report of the proceedings of the meeting.

Yours truly,
(Signed) H. A. ESCHENBURG,
Secretary, Chicago Committee.

Petitioner's Exhibit 224

5209

COPY.

New York, March 12, 1909.

H. A. Eschenburg, Esq.,
Chicago.

Dear Sir:

Received today copy in duplicate of minutes of A. A. C. meeting No. 13 held March 2. Subject matter thereof it is noted has been left to the General Managers, following a proposition to withdraw all restrictions as to Chicago Agents. It appears to have been moved that "the whole matter before this Committee today" be referred to the General Managers.

5210

Please specify what particular points are so referred. Surely in the present state of relations between the Lines there is to be no relaxation of regulations in control of the business and agents as well as the desire of the General Managers to avoid any unnecessary friction and expense.

Yours truly,
(Signed) LAWSON SANDFORD.

COPY.

5211

March 16, 1909.

H. A. Eschenburg, Esq.,
Chicago.

Dear Sir:

Chicago A. A. C. Meeting (13) March 2.

Referring to ours 12th March, we received yours 11th on yesterday with the various enclosures but it will expedite matters if you will categorically reply

5212

Petitioner's Exhibit 224

to the questions we asked—"please specify what particular points are so referred" to the General Managers.

Yours truly,

(Signed) LAWSON SANDFORD.

COPY.

5213

Office of
Chicago Committees
of
The Trans-Atlantic
Passenger Conferences

153 La Salle St.,
Chicago, March 17, 1909.

Mr. Lawson Sandford,
Secretary, New York.

Dear Sir:

5214

I beg to acknowledge receipt of your favor of March 12, 1909, with reference to Minute of Chicago American-Atlantic Meeting No. 13, held March 2, 1909. The letter was read at yesterday's meeting of the Chicago Committee and the action taken is outlined under Minute 54, of Minutes of that Meeting of which I enclose a carbon copy.

Yours truly,

(Signed) H. A. ESCHENBURG,
Secretary, Chicago Committees.

April 2, 1909.

H. A. Eschenburg, Esq.,
Chicago.

Dear Sir:

I sent you by registered mail all the papers received from you in regard to the Belinski case. No attempt has been made to deal with refunds here—please do so at Chicago.

Minutes Chicago A. A. C. Meeting No. 13, March 2, and No. 14, March 16, were acted upon at a meeting held here today, which will be advised as soon as the action taken is confirmed.

5216

Please take this as final action on yours March 11.

Yours truly,

(Signed) LAWSON SANDFORD.

Registered Letter
Enclosure.

COPY.

New York, April 12, 1909.

Messrs. H. Claussenius & Co.,
Chicago.

5217

Dear Sirs:

"Belinski,"—Zinner, Bock & Co.

In the matter of the evidence in this case presented to The American Atlantic Conference including your replies thereto, oral and written particulars of which are referred to in sufficient detail on Chicago Committee proceedings—Conference has acted.

These complaints involve you directly.

5218

Petitioner's Exhibit 224

The evidence and your admissions show gross carelessness and lack of appreciation on your part of the responsibilities of the position of a General Passenger Agent of a Conference Line, for which no excuse can be accepted.

For the gross violation of Conference rules involved a fine of \$500 is hereby imposed upon you for dealings with the dummy "Belinski" and with Zinner, Bock & Co.

The amount of this fine is to be remitted to this office.

5219

Yours truly,
(Signed) LAWSON SANDFORD,
Secretary.

— — —
COPY.

NORTH GERMAN LLOYD STEAMSHIP CO.

Chicago, April 15, 1909.

Mr. Lawson Sandford,
Secretary, Trans-Atlantic Passenger Conferences,
17 State St., New York.

5220 Dear Sir:

Your favor of 12th inst. is received and contents noted.

In reply to same will say that the action of Conference in the Belinski matter is a complete surprise to us, as the evidence presented does not show that we were accused of having appointed Belinski for the purpose of using him as a dummy for Zinner, Bock & Co. nor that we knowingly maintained his Agency as an irregular one, in fact it does not show that our firm was on trial at any time during the proceedings, and we

are prepared at any moment to testify to the fact that we were at all times in ignorance of the real character of Belinski's Agency.

The only charge we are willing to acknowledge is that of carelessness, and this consisted in our having taken it for granted that instructions that had been given one of our employees at the time we received letters from the Hamburg American Line and the Anchor Line concerning Belinski, to proceed to South Chicago and look up the man and investigate his doings, had been complied with, while this in fact had not been done, a condition which we did not become aware of until March 2nd last, for which date the Special Meeting of the Chicago Committee to consider the Belinski case had been called.

5222

In view of the above we reserve the right to demand a rehearing of the case in due course.

Meanwhile we beg to hand you enclosed our check No. 3099 on Messrs. Kountz Bros., New York City, for \$500 in payment of the fine imposed, and are,

Yours truly,

(Signed) H. CLAUSSENIUS & CO.

COPY.

5223

New York, April 16, 1909.

Mr. H. A. Eschenburg,
Chicago.

Dear Sir:

Belinski Case.

Referring to recent correspondence and to the return of all papers to you, the receipt of which we hope has occurred, herewith letter from Anchor Line, New

5224

Petitioner's Exhibit 224

York office, April 15, transmitting bill for expenses in procuring test tickets. The items seem reasonable and necessary. They will be paid by us direct, together with any other outlays for tests that may have been incurred by other persons; but will you please arrange refund of the ocean tickets direct through your office?

Yours truly,
(Signed) LAWSON SANDFORD.

COPY.

5225

Office of
Chicago Committees
of
The Trans-Atlantic
Passenger Conferences

153 La Salle Street,
Chicago, April 19, 1909.

Mr. Lawson Sandford,
New York.

Dear Sir:

Belinski Case.

5226

I beg to acknowledge receipt of your favor of April 16, 1909, with enclosures, and also all papers and documents in this case together with copy of Minutes of Meeting No. 12, American-Atlantic Conference, advising action taken in this matter by Conference.

I note that the bills for expenses in this connection will be paid by you direct. I am arranging for the refund of the various ocean and rail tickets purchased as test tickets and will make remittance to the respective Lines by which they were submitted.

Yours truly,
(Signed) H. A. ESCHENBURG,
Secretary, Chicago Committees.

COPY.

New York, April 19, 1909.

Messrs. H. Claussenius & Company,
Chicago.

Dear Sirs:

*"Bclinski"**Zinner, Bock & Company*

Yours April 15th received with check for \$500 receipt of which is hereby acknowledged, in payment of fine notified you in ours 12th instant. Your letter will be presented at next meeting of Conference.

5228

As the evidence in the complaints is voluminous and has been most thoroughly scrutinized, it would be in your own interest in the meanwhile to submit concretely in writing basis on which you have established your opinion that a rehearing would in any wise alter the judgment of Conference in the premises.

Yours truly,

(Signed) LAWSON SANDFORD.

COPY.

New York, May 1, 1909.

5229

Messrs. H. Claussenius & Company,
Chicago.

Dear Sirs:

*"Bclinski"**Zinner, Bock & Company*

Referring to ours 19th April, this is to inquire whether you expect to furnish additional documents in the immediate future—if it is your intention so to do, of course promptness will be useful.

Yours truly,

(Signed) LAWSON SANDFORD.

5230 **Petitioner's Exhibit 225 Marked for Identification.**

Same as Exhibit 142.

Mediterranean Conference Minutes.

Petitioner's Exhibit 226.

CONFIDENTIAL.

New York, Jan. 23, 1909.

5231 To the Lines:

Dear Sirs:

Commerical Allowance on First Class and Mixed Class Rail Business via D. L. & W. R. R. in Connection with Westbound S. S. Business.

Your Special Committee beg to advise all Steamship Lines that an arrangement has been made with the D. L. & W. R. R. whereby a commercial allowance of 10% with a maximum of \$2 will be paid on all first class and mixed class business to Buffalo and all points west thereof.

5232 A commercial allowance of 5% with a maximum of \$1 may be paid to sub-agents. This becomes operative at once; holds good for the year 1909 and will be paid on all prepaid (Westbound) or cash European business and on tickets sold on board Steamers on Westbound voyages.

On arrival of Steamers at piers a representative of the D. L. & W. R. R. will be present to arrange for rail tickets and for the through checking of baggage.

Negotiations with other Railroad Companies are now pending and progress will be duly reported upon.

The Lines are requested to refer to Special Com-

mittee any offers or approaches from other Railroads in order to facilitate negotiations of your Special Committee.

Yours truly,
 HERMANN WINTER,
 EMIL LEDERER,
 R. H. FARLEY,
 A. C. H. NYLAND,
 CESARE CONTI,
 MAX STRAUS,
 LAWSON SANDFORD,
 Special Committee.

5234

These reports will carry a serial number in future.

Special Railroad Committee.

Serial No. 1.

CONFIDENTIAL.

New York, Jan. 26, 1909.

To the Lines:

Dear Sirs:

*Commercial Allowance on First Class and Mixed Class
 Rail Business via D. L. & W. R. R. in Connection
 with Westbound S. S. Business.*

5235

Referring to Special Railroad Committee report January 23, 1909, it is desired to say that the arrangement has not been made direct with the D. L. & W. but is the result of an offer by Messrs. A. E. Johnson & Co., 27 B'way, New York, with whom the Steamship Lines should communicate as occasion requires.

Attention is called to the concluding paragraphs of report Jan. 23, viz: "On arrival of Steamers at piers a representative of the D. L. & W. R. R. will be present to arrange for rail tickets and for the through checking of baggage. Negotiations with other Rail-

Petitioner's Exhibit 226

5236

road Companies are now pending and progress will be duly reported upon. The Lines are requested to refer to Special Committee any offers or approaches from other Railroads in order to facilitate negotiations of your Special Committee."

Commercial Allowance on First Class and Mixed Class Rail Business via Lehigh Valley R. R. in Connection with Westbound S. S. Business.

5237

Your Special Committee further advise all Steamship Lines that an arrangement has been made with Messrs. A. E. Johnson & Co., 27 B'way, New York, whereby a commercial allowance of 10% with a maximum of \$2 will be paid on all first class and mixed class business to Buffalo and all points west thereof.

One-half of this commercial allowance may be paid to sub-agents. This becomes operative at once, holds good for balance of calendar year 1909 and will be paid on all prepaid (Westbound) or cash (European) business whether cabin or third class and also on rail tickets sold on board steamers on Westbound voyages.

The operation of this arrangement is identical with that set forth in connection with the offer via D. L. & W.

5238

These offers via D. L. & W. and L. V. R. R. are distinctly coupled with the reservation that no portion whatever of the commercial allowance shall be divided with purchasers or passengers—gross rail rate must in all cases be charged.

As similar offers via other Railroads are expected promptly, it is suggested that it will be wise to withhold notifications to *booking agents in America* for a day or so.

Yours truly,

HERMANN WINTER,
EMIL LEDERER,
R. H. FARLEY,
A. C. H. NYLAND,
CESARE CONTI,
MAX STRAUS,
LAWSON SANDFORD,

Special Committee.

General and Special Railroad Committees.

CONFIDENTIAL.

New York, February 5, 1909.

To the Lines:

Dear Sirs:

Commercial Allowance on First Class and Mixed Class Rail Business via Erie Railroad in Connection with Westbound Steamship Business.

Referring to and supplementing Special Committee reports 23rd and 26 January.

5240

For reasons which will be announced not later than February 6, the General and Special Railroad Committees request, that until further notice, the Steamship Lines shall as far as practicable direct all routable first cabin, second cabin and U. S. citizen third class Westbound business *via Erie Railroad* for Buffalo and points beyond, issuing Steamship Lines' own inland forwarding orders, which when endorsed "*Via Erie*" will be honored by that Railroad's dock representatives and by their ticket offices at Chambers and 23rd Street Ferries and at Jersey City.

Steamship Lines to keep record of their orders so issued and routed, bills to be settled *direct* between them and Erie.

5241

Yours truly,

EMIL L. BOAS,
WILLIAM COVERLY,
JOHN LEE,

General Committee.

HERMANN WINTER,
EMIL LEDERER,
R. H. FARLEY,
A. C. H. NYLAND,
CESARE CONTI,
MAX STRAUS,
LAWSON SANDFORD,

Special Committee.

CONFIDENTIAL.

New York, February 8, 1909.

To the Lines:

Dear Sirs:

Direct Commercial Allowance on First Class and Mixed Class Rail Business via Erie Railroad in Connection with Westbound Steamship Business.

During Calendar Year 1909.

5243 Referring to joint General and Special Railroad Committees' report February 5, 1909, Erie Railroad makes *Direct Offer* to all Steamship Conference Lines of a commercial allowance on above described business in connection with Westbound Trans-Atlantic first cabin, second cabin and U. S. citizen third class passengers.

Commercial allowances being 10% (with maximum of \$2) on such business to Buffalo and points beyond.

5244 This has been accepted by the Steamship Committees, and arrangement is now operative, holding good for balance of calendar year 1909. Offer is contingent upon the definite acceptance by Steamship Lines of obligation to instruct their agents in no wise to directly or indirectly rebate or divide this commercial allowance with passengers—which obligation the Steamship Committees have accepted.

Steamship Lines shall use their own inland American forwarding orders which, when endorsed "*Via Erie*" will be honored by the representatives of that Railroad on the dock (who will also arrange for Railroad tickets and through checking of baggage there) or at any office of that Railroad in New York or Jersey City.

Because of this direct arrangement, Steamship Lines are expected to show preference to the Erie—it is the

only offer of a Trunk Line Railroad made direct to the Steamship Lines in many years.

Steamship Lines are requested to refer to the Committees any offers or approaches from other Railroads in order to facilitate negotiations of the Committees. Intention being clearly defined that in regard to the principles involved and their development, it is not intended to accept offers indiscriminately from Railroads, even if possibly at a higher percentage of commercial allowance, to which latter end Lines are not working. They are desirous of a direct equitable arrangement on Westbound business with Trunk Line Association Railroads similar to recently perfected arrangements with C. P. A. on Eastbound business.

5246

Yours truly,

EMIL L. BOAS,
WILLIAM COVERLY,
JOHN LEE,

General Committee.

HERMANN WINTER,
EMIL LEDERER,
R. H. FARLEY,
A. C. H. NYLAND,
CESARE CONTI,
MAX STRAUS,
LAWSON SANDFORD,

5247

Special Committee.

5248

Petitioner's Exhibit 226

New York, March 4, 1909.

To the Lines:

Dear Sirs:

Direct Commercial Allowance on First Class and Mixed Class Rail Business via Erie Railroad in Connection with Westbound Steamship business During Calendar Year 1909.

5249 Report dated February 8 has been delayed in transmittal to the Lines until today, but they have known individually through verbal communications contents thereof.

Erie Railroad now notifies that their direct offer to the Steamship Lines includes commercial allowance on above business that since February 8 may have been ticketed by Erie Railroad representatives on Steamship Docks.

Yours truly,
 EMIL L. BOAS,
 WILLIAM COVERLY,
 JOHN LEE,
 LUIGI SOLARI,
 General Committee.

5250

CESARE CONTI,
 S. S. CORTIS,
 EMIL LEDERER,
 A. C. H. NYLAND,
 W. J. REILLY,
 R. L. WALKER,
 HERMANN WINTER,
 LAWSON SANDFORD,
 Special Committee.

CONFIDENTIAL.

Report No. 1.

New York, March 24, 1909.

Special Westbound Railroad Committee
of the Steamship Lines.

To the Steamship Lines:

Dear Sirs:

*Direct Commercial Allowance on First Class and
Mixed Class Rail Business (Maximum Allowance
Increased from \$2 to \$4) Via Erie Railroad in* 5252
Connection with Westbound Steamship Business.

Referring to direct offer of Erie Railroad contained in Committees' report February 8, 1909, Erie Railroad makes supplementary direct offer to all Steamship Conference Lines on rail business described therein—the rail commercial allowance effective April 1, 1909, is fixed at 10% (with maximum \$4) on such business from New York to Buffalo and to points West thereof via Buffalo or Salamanca. It is available for cash business in Europe and prepaid business in America, also for business done by Erie on Steamship Docks.

The routine terms in respect to this supplementary direct offer are same as stated in Committees' report February 8, 1909. 5253

This supplementary direct offer has been accepted by the Committee for the Steamship Lines.

At whatever time it may be terminated by notice of Erie, protection of outstandings is distinctly covered.

Yours truly,

CESARE CONTI,
S. S. CORTIS,
EMIL LEDERER,
A. C. H. NYLAND,
W. J. REILLY,
R. L. WALKER,
HERMANN WINTER,
LAWSON SANDFORD,

Special Westbound Railroad Committee.

5254

Petitioner's Exhibit 226

CONFIDENTIAL.

Report No. 5.

Special Westbound Railroad Committee
of the Steamship Lines.

New York, August 31, 1909.

*Westbound First Class and Mixed Class Rail in Con-
nection with Steamship Business.*

To the Steamship Lines:

Dear Sirs:

5255

Westbound Railroad Committee have recommended (and the Lines have confirmed) that the system of joint circulars of the Steamship Lines regarding East and Westbound railroad business be extended to the present question of control of routable Westbound first and second class and also third class U. S. citizens, by issue of a joint through-booking rule circular of the New York Lines, as per form below. Volume of the *routable* business can doubtless be increased by joint action.

Canadian S. S. Lines have also adopted same plan.

5256

The rule cannot be made obligatory, as is the case with Westbound immigrant through-booking, but as far as practicable, both in Europe and America, and via all ports, through-booking should be controlled upon Steamship Lines' own inland orders.

Yours truly,

CESARE CONTI,
R. H. FARLEY,
EMIL LEDERER,
A. C. H. NYLAND,
W. J. REILLY,
R. L. WALKER,
HERMANN WINTER,
LAWSON SANDFORD,

Special Westbound Railroad Committee.

Joint Circular of New York Steamship Lines.

(This circular is now being printed.)

(This cannot be made *obligatory* as is the immigrant through-booking rule.)

New York, September 1, 1909.

To our Agents:

You are requested hereafter to through-book, when practicable, to their final destination in the United States and Canada your prepaid and return (West-bound) second class passengers—also U. S. citizens in third cabin or third class—and, as far as possible, first class passengers as well, traveling on return or prepaid ocean orders via New York. 5258

Steamship Lines' own inland forwarding orders to be used in connection with ocean prepaid or return orders, or endorsement of the through booking to be made on such ocean orders for such Steamship Lines as do not furnish separate Westbound inland rail orders.

For present, and until further notice, a commercial allowance on first class and mixed class rail from *New York to Buffalo and Points West, via Buffalo or Salamanca* of five per cent (5%), with maximum of \$2.00, may be deducted when advising such through booked prepaid or return orders—rail routing from the Seaboard to be at discretion of the Steamship Lines with due regard for convenience of passengers. 5259

Agents are reminded and cautioned that tickets must be sold at published rates; that the making of reductions is unlawful, and therefore dividing commissions with passengers is prohibited.

AMERICAN LINE,
ANCHOR LINE.

5260

Petitioner's Exhibit 226

ATLANTIC TRANSPORT LINE,
AUSTRO-AMERICANA,
CUNARD LINE,
FABRE LINE,
FRENCH LINE,
HAMBURG-AMERICAN LINE,
HOLLAND-AMERICA LINE,
ITALIA,
LA VELOCE,
LLOYD ITALIANO,
LLOYD SABAUDO,
NAVIGAZIONE GENERALE ITALIANA.
5261 NORTH GERMAN LLOYD,
RED STAR LINE,
RUSSIAN-AMERICAN LINE,
SCANDINAVIAN-AMERICAN LINE,
SICULA-AMERICANA,
SPANISH LINE,
WHITE STAR LINE.

New York, September 1, 1909.

To our Agents:

5262 You are requested hereafter to through-book, when practicable, to their final destination in the United States and Canada your prepaid and return (West-bound) second class passengers—also U. S. citizens in third cabin or third class—and, as far as possible, first class passengers as well, traveling on return or prepaid ocean orders via New York.

Steamship Lines' own inland forwarding orders to be used in connection with ocean prepaid or return orders, or endorsement of the through booking to be made on such ocean orders for such Steamship Lines as do not furnish separate Westbound inland rail orders.

For present, and until further notice, a commercial allowance on first class and mixed class rail from *New York to Buffalo and Points West, via Buffalo or Salamanca*, of five per cent (5%), with maximum of \$2.00, may be deducted when advising such through booked prepaid or return orders—rail routing from the Seaboard to be at discretion of the Steamship Lines with due regard for convenience of passengers.

Agents are reminded and cautioned that tickets must be sold at published rates; that the making of reductions is unlawful, and therefore dividing commissions with passengers is prohibited.

5264

AMERICAN LINE,
ANCHOR LINE,
ATLANTIC TRANSPORT LINE,
AUSTRO-AMERICANA,
CUNARD LINE,
FABRE LINE,
FRENCH LINE,
HAMBURG-AMERICAN LINE,
HOLLAND-AMERICA LINE,
ITALIA,
LA VELOCE,
LLOYD ITALIANO,
LLOYD SABAUDO,
NAVIGAZIONE GENERALE ITALIANA. 5265
NORTH GERMAN LLOYD,
PRINCE LINE,
RED STAR LINE,
RUSSIAN-AMERICAN LINE,
SCANDINAVIAN-AMERICAN LINE.
SICULA-AMERICANA,
SPANISH LINE,
WHITE STAR LINE.

5266

Petitioner's Exhibit 226

CONFIDENTIAL.

Report No. 7.

Special Westbound Railroad Committee
of the Steamship Lines.

New York, August 26, 1910.

To the Steamship Lines:

Dear Sirs:

5267 *Direct Commercial Allowance on First Class and
Mixed Class Rail Business via Baltimore and Ohio
Railroad in Connection with Westbound Steamship
Business.*

Referring to joint General and Special Railroad Committees' reports February 8, March 4th and 24th, 1909, promulgating offer from the Erie Railroad of a direct commercial allowance on first class and mixed class rail business, your Special Committee take pleasure in advising that the *Baltimore & Ohio* has today made a similar direct offer to all Steamship Conference Lines of a commercial allowance of 10%—with maximum of \$4—on this class of business, in connection with Trans-Atlantic first class, second class and U. S. citizen third cabin and third class ocean passengers.

5268

The allowance which is available for all business from New York to points West of Trunk Line western termini including Pittsburg, has been accepted by the Steamship Committee and is operative at once. This offer is contingent upon the definite acceptance by Steamship Lines of obligation to instruct their agents in no wise to directly or indirectly rebate or divide this commercial allowance with passengers—which obligation the Committee have accepted.

Steamship Lines shall issue their own inland American forwarding orders which, when endorsed "*Via Baltimore and Ohio*" will be honored by the representatives of the Railroad on the dock (who will also arrange for railroad tickets and through checking of baggage there) or at any office of that Railroad in New York or Jersey City.

This commercial allowance is available for cash business in Europe and prepaid business in America and will also be paid on above described business that may be done by B. & O. representatives on steamship docks.

Committee request in view of this direct offer that a good share of the profitable business be turned over to Baltimore & Ohio.

5270

Termination of this offer may be made at any time by notice of B. & O. but protection of outstandings is distinctly covered.

Lines are reminded of previous request of the Committee to refer to them any offer or approaches from other railroads, as this will facilitate their negotiations.

Yours truly,

CESARE CONTI,
A. C. H. NYLAND,
R. L. WALKER,
EMIL LEDERER,
W. J. REILLY,
HERMANN WINTER,
LAWSON SANDFORD,

5271

Special Westbound Railroad Committee.

New York, Sept. 15, 1910.

To our Agents:

Your attention is again called to our joint circular September 1, 1909, authorizing a commercial allowance on first-class and mixed-class rail from *New York to Buffalo and Points West, via Buffalo or Salamanca* (by Erie R. R.), of five per cent (5%) with maximum of \$2.00 on through-booked prepaid or return orders.

5273 Agents were requested thereafter to through-book, when practicable, to their final destination in the United States and Canada prepaid and return (West-bound) second-class passengers—also U. S. citizens in third cabin or third-class—and, as far as possible, first-class passengers as well, traveling on return or prepaid ocean orders via New York.

Steamship Lines' own inland forwarding orders to be used in connection with ocean prepaid or return orders, or endorsement of the through-booking to be made on such ocean orders for such Steamship Lines as do not furnish separate Westbound inland rail orders.

5274 We are now pleased to announce that a similar allowance on first-class and mixed-class rail business from *New York to Pittsburg and Points West, via Pittsburg, Pa., or Parkersburg, W. Va.* (by Baltimore & Ohio R. R.), may be deducted when advising such through-booked prepaid or return orders—rail routing from the seaboard to be at the discretion of the Steamship Lines with due regard for convenience of passengers.

Agents are reminded and cautioned that tickets must be sold at published rates; that the making of reductions is unlawful, and therefore dividing commissions with passengers is prohibited.

AMERICAN LINE,
ANCHOR LINE,

ATLANTIC TRANSPORT LINE,
AUSTRO-AMERICANA,
CUNARD LINE,
FABRE LINE,
FRENCH LINE,
GREEK LINE,
HAMBURG-AMERICAN LINE,
HOLLAND-AMERICA LINE,
ITALIA,
LA VELOCE,
LLOYD ITALIANO,
LLOYD SABAUDO,
NATIONAL GREEK LINE,
NAVIGAZIONE GENERALE ITALIANA.
NORTH GERMAN LLOYD,
RED STAR LINE,
RUSSIAN-AMERICAN LINE,
SCANDINAVIAN-AMERICAN LINE,
SICULA-AMERICANA,
SPANISH LINE,
WHITE STAR LINE.

5276

CONFIDENTIAL.

5277

New York, March 8, 1911.

To the Lines:

Dear Sirs:

*Direct Commercial Allowance on First Class and
Mixed Class Rail Business via D. L. & W. R. R. in
Connection with Westbound Steamship Business.*

D. L. & W. make *direct offer* to all Steamship
Conference Lines of a commercial allowance on above
described business in connection with Westbound

Petitioner's Exhibit 226

5278

Trans-Atlantic first cabin, second cabin and U. S. citizen third class passengers.

Commercial allowance being 10% (with maximum of \$4) on such business to Buffalo and points beyond—not on intermediate territory business.

This has been accepted by the Steamship Committee, and it is now operative for business presented on Steamship Companies' orders or booked by D. L. & W. on Steamship piers.

The arrangement holds good until cancelled.

5279

The offer has been made "contingent upon the definite acceptance by Steamship Lines of an agreement that they will not themselves nor will they permit their agents in any wise to directly or indirectly rebate or divide this rail commercial allowance with passengers,"—*this obligation has been accepted in behalf of the Steamship Lines by this Committee.*

Steamship Lines shall use their own inland American forwarding orders, which, when endorsed "Via D. L. & W." will be honored by the representatives of that Railroad on the Steamship piers (who will also arrange for Railroad tickets and through checking of baggage there) or at any office of that Railroad in New York or Hoboken.

5280

Steamship Lines are requested to refer to this Committee any offers or approaches from other Railroads in order to facilitate negotiations of the Committee.

Committee will submit for approval a joint circular of the Steamship Lines to advise their agents of the Railroads and routings, over which direct offers are now operative, namely, via Erie, B. & O. and D. L. & W.

Yours truly,

FOR WESTBOUND RAILROAD COMMITTEE
OF THE STEAMSHIP LINES,
Lawson Sandford, Secretary.

CONFIDENTIAL.

New York, March 9, 1911.

To the Lines:

Dear Sirs:

Direct Commercial Allowance on First Class and Mixed Class Rail Business Via Lehigh Valley Railroad in Connection with Westbound Steamship Business.

Lehigh Valley make *direct offer* to all Steamship Conference Lines of a commercial allowance on above described business in connection with Westbound Trans-Atlantic first cabin, second cabin and U. S. citizen third class passengers.

5282

Commercial allowance being 10% (with maximum of \$4) on such business to Buffalo and points beyond—not on intermediate territory business.

This has been accepted by the Steamship Committee, and it is now operative for business presented on Steamship Companies' orders or booked by Lehigh Valley on Steamship piers.

The arrangement holds good until cancelled.

The offer has been made "contingent upon the definite acceptance by Steamship Lines of an agreement that they will not themselves nor will they permit their agents in any wise to directly or indirectly rebate or divide this rail commercial allowance with passengers,"—*this obligation has been accepted in behalf of the Steamship Lines by this Committee.*

5283

Steamship Lines shall use their own inland American forwarding orders, which, when endorsed "via Lehigh Valley" will be honored by the representatives of that Railroad on the Steamship piers (who will also arrange for Railroad tickets and through checking of baggage there) or at any office of that Railroad in New York or Jersey City.

Petitioner's Exhibit 226

5284

Steamship Lines are requested to refer to this Committee any offers or approaches from other Railroads in order to facilitate negotiations of the Committee.

Committee will submit for approval a joint circular of the Steamship Lines to advise their agents of the Railroads and routings, over which direct offers are now operative, namely, via Erie, B. & O., D. L. & W., and Lehigh Valley.

Yours truly,

FOR WESTBOUND RAILROAD COMMITTEE
OF THE STEAMSHIP LINES,
Lawson Sandford, Secretary.

5285

STRICTLY CONFIDENTIAL.

Special Committee

Report New York, 31 January, 1912.
(Preliminary)

Negotiations with Trunk Line Railroads Westbound Immigrant, forwarding arrangements completed effective 1 February, 1912.

5286

Referring to Special Committee report 17 January and to negotiations among the Steamship Lines in the interval, the Special Committee met Trunk Line Special Committee 31 January and concluded arrangements on Westbound immigrant forwarding, effective 1 February, 1912.

Trunk Lines will pay the Steamship Lines:

(a) On Westbound immigrant inland forwarding a commission of 10% (maximum \$4) on immigrant inland fares \$2.50 and over to destinations under their control and by participation for destinations beyond.

(b) Also a commission of 10% on Westbound immigrant inland forwarding to points in Canada east of a line which will take in North Bay—

Full particulars are being drawn out for explicit submittal at earliest moment.

Until the exact description of this territory can be issued and a further Committee report appears, the Lines are requested not to communicate any information whatever to booking agents,

Joint Standing Committee to be established to deal with administration of routings, complaints concerning them, etc., etc.

Grand Trunk representation via Chicago to Winnipeg and Grand Trunk Pacific points beyond has been included in Trunk Line Immigrant Tariff No. 14, which was filed with Interstate Commerce Commission 30 January, 1912.

5288

Trunk Lines will informally submit to Interstate Commerce Commission the features of these arrangements with the Steamship Lines on immigrant forwarding.

On first and mixed class Westbound business negotiations will continue regarding commissions. While the arrangements with the Trunk Lines provide for a harmonious working together on all classes of business there will be no disposition on the part of Trunk Lines to interfere with or object to the receipt of commission on this business by Steamship agents in Europe as a result of offers by other inland carriers, unless there is a seeming concentration of first and mixed class travel, in which event the subject would be dealt with jointly with the Trunk Lines to settle the questions that arise.

5289

The offers of Erie, D. L. & W., Lehigh Valley and B. & O. are canceled effective 1 February, subject to protection of lists of outstanding orders to be filed within 30 days.

5290

Petitioner's Exhibit 226

These withdrawals necessitate the immediate issue of a joint circular by Steamship Lines to booking agents in America cancelling previous circulars on the subject. Usual supply for a circular of this description will be delivered to the Lines as promptly as possible for immediate promulgation.

Lines are requested to inform European Offices of the completion of these arrangements and of the reservations in respect to first and mixed class West-bound commission, and as a formality to be kind enough to promptly advise Conference Office of their ratification of the arrangements.

5291

P. A. S. FRANKLIN,
MAX STRAUS,
WILLIAM HARTFIELD,
HERMAN WINTER,
D. H. E. JONES,
Special Committee.

New York, February 1, 1912.

WITHDRAWAL OF COMMISSION

ON

5292

WESTBOUND FIRST AND MIXED CLASS IN-
LAND FORWARDING IN CONNECTION WITH
WESTBOUND STEAMSHIP BUSINESS.

To Our Agents:

The commissions on this business offered in our joint circulars of September 1, 1909 and September 15, 1910 or in any other circulars, are hereby withdrawn.

Petitioner's Exhibit 227a

5293

In order to secure protection of outstanding business, advices must be filed by return mail.

AMERICAN LINE,
ANCHOR LINE,
ATLANTIC TRANSPORT LINE,
AUSTRO-AMERICANA,
CUNARD LINE,
FABRE LINE,
FRENCH LINE,
GREEK LINE,
HAMBURG-AMERICAN LINE,
HOLLAND-AMERICA LINE,
ITALIA,
LA VELOCE,
LLOYD ITALIANO,
LLOYD SABAUDO,
NATIONAL GREEK LINE,
NAVIGAZIONE GENERALE ITALIANA,
NORTH GERMAN LLOYD,
RED STAR LINE,
RUSSIAN-AMERICAN LINE,
SCANDINAVIAN-AMERICAN LINE,
SICULA AMERICANA,
SPANISH LINE,
WHITE STAR LINE.

5294

5295

Petitioner's Exhibit 227a.

Letter Sept. 15, 1908. Part desired read in evidence by Mr. Dorr on July 3, 1912.

5296

Petitioner's Exhibit 228.

Aktieselskabet

DET OSTASIATISKE KOMPAGNI

(The East-Asiatic Company, Limited)

Head Office: Copenhagen.

Copenhagen, 27th August, 1908.

Free Port

LIBAU-NEW YORK TRADE.

5297

492.

Messrs. A. E. Johnson & Co.,
New York.

Dear Sirs:

We were just going to telegraph you about the admittance of the Russian East Asiatic Steamship Co. to the Conference, when we received your cable as per inclosed copy informing us that you had advanced the outward rate to 28 Dollars same as the British lines and Continental Lines, to which we are agreed. We are obliged for your kind congratulations and hope that by the new arrangement we shall see our expectations with regard to the future fulfilled.

5298

Yours faithfully,

Aktieselskabet

DET OSTASIATISKE KOMPAGNI.

(The East-Asiatic Company, Limited).

Sep. 5, 1908.

Petitioner's Exhibit 229.

5299-

AKTIESELSKABET DET OSTASIATISKE
KOMPAGNI.

(The East-Asiatic Company, Limited)

Copy of Telegrams exchanged with....Johnson..

New York.....

10159 Copenhagen....27th August.....1908.

RECEIVED:

We advance outward rate twenty-eight Dollars
same as British lines Continental Lines instructed to
withdraw competition stating reached agreement with
us we congratulate you.

5300

5301

5302

Petitioner's Exhibit 230.

Aktieselskabet

DET OSTASIATISKE KOMPAGNI

(The East-Asiatic Company, Limited)

Head Office: Copenhagen.

Copenhagen, 1st September, 1908.

LIBAU-NEW YORK TRADE.

5303 Messrs. A. E. ~~Johnson~~ & Co.,
New York.

Dear Sirs:

We confirm our respects of 28th ult. and are in receipt of your 2 telegrams of yesterday as per copy enclosed, for which we beg to thank you.

We note that you have applied for admission and that this has been granted yesterday evening. As regards the terms, these are usual Conference terms.

We await your Mr. Johnson to arrive here any moment, and we will use this opportunity to talk the whole position over and to arrange everything not yet settled with him.

5304

Yours faithfully,

Aktieselskabet

DET OSTASIATISKE KOMPAGNI.

Petitioner's Exhibit 231.

5305

AKTIESELSKABET DET OSTASIATISKE
KOMPAGNI.

(The East-Asiatic Company, Limited)

Copy of Telegrams exchanged with.....Johnson
(continued).....

New York.....

10159 Copenhagen....2nd September....1908.

RECEIVED:

5306

31st August:

Conference Lines cabled Peters as follows East-
asiatic apply admission telegraph if correct and on
what terms.

1st September:

We have applied will be accepted this evening.

2nd September:

Cable received to admit Eastasiatic.

5307

5308

Petitioner's Exhibit 232.

Aktieselskabet

DET OSTASIATISKE KOMPAGNI

(The East-Asiatic Company, Limited)

Head Office: Copenhagen.

Copenhagen, 2nd September, 1908.

LIBAU-NEW YORK TRADE.

5309 Messrs. A. E. Johnson & Co.,
New York.

Dear Sirs:

We confirm our respects of yesterday and are in receipt of your telegram of same date, from which we learn with thanks that a cable has now been received by The Conference Lines admitting The Russian American Line to The Conference.

We remain, dear Sirs,

Yours faithfully,

Aktieselskabet

DET OSTASIATISKE KOMPAGNI.

5310

Petitioner's Exhibit 233.

5311

Aktieselskabet

DET OSTASIATISKE KOMPAGNI

(The East-Asiatic Company, Limited)

Head Office: Copenhagen.

Copenhagen, 5th September, 1908.

LIBAU-NEW YORK TRADE.

Messrs. A. E. Johnson & Co.,
New York.

5312

Dear Sirs:

We confirm our respects of yesterday, also telegrams exchanged since as per copy enclosed.

Prepays. We note that all the Lines accept \$35.— from Libau including head tax, and in reply to your inquiry regarding the prepaid rate from Rotterdam we regret we had to wire you not to sell these tickets any more as the steamers according to the agreement with the Conference are bound not to call outwards at Rotterdam.

Yours faithfully,

Aktieselskabet

DET OSTASIATISKE KOMPAGNI.

5313

5314

Petitioner's Exhibit 234.

AKTIESELSKABET DET OSTASIATISKE
KOMPAGNI.

(The East-Asiatic Company, Limited)

Copy of Telegrams exchanged with..Maxolaf....

New York.....

10159 Copenhagen....2nd September.....1908.

SENT:

5315 20th August:

We recommend for some time to come not book
prepaids. We will telegraph next week.

21st August:

Private

We are close negotiations pool hope decision next
week London meeting therefore meantime keep all
off act accordingly.

29th August:

Apply for admission acting Russasiatic.

5316

Petitioner's Exhibit 235.

5317

No. 2. T. W.

THE ANGLO-AMERICAN TELEGRAPH COM-
PANY,

LIMITED,

Incorporated, 1866.

Four Direct Cable Routes Between The United States
of America and Europe.Cablegram Received at No. 8 Broad Street (Stock
Exchange Building), New York, Dec. 7, 1908. 5318

208Z2 Copenhagen 6

Maxolaf N Y

(Do not engage)

Escstasy Prepaids via Rotterdam.

(1256 PMO)

No inquiry respecting this message can be attended
to without the production of this paper.

Petitioner's Exhibit 237.

5319

Large number of slips showing changes in Third
Class rates.

Marked for Identification.

Petitioner's Exhibit 238.

Circulars of Italian Lines.

Marked for identification.

5320

Petitioner's Exhibit 239.**CORPORATION TAX—NEW YORK**

Business Year 1910

GROSS INCOME:

Total passage and freight money and other income
of the Line \$836,898.16

Eastbound passage money \$195,834.14

" freight " 44,003.77 \$239,837.91

Westbound passage and freight \$597,060.25

Of which are prepaids:

5321 fares 1665 \$61,246.00

And cash passengers and
freight \$535,814.25 \$597,060.25

1. Gross Income to be de-
clared

Eastbound passage and
freight money \$239,837.91

Prepaid " \$61,246.00 \$301,083.91

Total expenses of the Line \$699,009.80

Expenses chargeable to East-
bounds \$287,322.80

5322 Balance chargeable to West-
bounds \$441,687.00

2. Expenses indicated at

No. 4

Eastbound
expenses \$287,322.80

Westbound
expenses (pre-
paid proportion) \$42,230.55 \$329,553.35

Depreciation

Petitioner's Exhibit 239

5323

4. Quota East-
 bounds \$38,256.75
 Quota West-
 bounds (prepaids) \$3,924.30 \$42,181.05

5. U. S. Gov. tax on prepaid
 fares 1665 @ \$4.00 \$6,660.00

6. Ital Gov. tax
 on prepaid fares
 1665 @ \$1.55 \$2,580.75 \$9,240.75

3 Losses, indemnities, etc \$6,580.00 \$387,555.15 5324

Loss \$86,471.24

Petitioner's Exhibit 240.

Official report of Lloyd Italiano for the year 1911.
 Marked for identification.

5325

5326

Petitioner's Exhibit 241.

Form No. 638.

To be filled in by To be filled in by
 Collectors. Internal Revenue Bureau.

List No. Class. Assessment List. 191
 District of.
 Date received. 191 Page. Line.

UNITED STATES INTERNAL REVENUE.

RETURN OF ANNUAL NET INCOME.

5327 (Section 38, Act of Congress approved August 5,
 1909.)

MERCANTILE CORPORATIONS.

(Corporations whose principal business is buying
 and selling.)

RETURN OF NET INCOME RECEIVED DURING THE YEAR
ENDING DECEMBER 31, 1910.

By Lloyd Italiano Societa di Navigazione a corpora-
 tion, the principal place of business of which is located
 at Via Andrea Doria 64-68 City or Town of Genoa
 (Street and No.)

5328 in the State of Italy.

1. Total amount of paid-up capital stock
 outstanding at close of year\$
2. Total amount of bonded and other
 indebtedness outstanding at close of year \$
3. Gross Income (see Note A)\$301,083.91

5332

Petitioner's Exhibit 241

State of New York, County of New York, to wit:

Oscar L. Richard of the firm of C. B. Richard & Co., Gen'l Agents of the Lloyd Italiano the corporation, whose return of annual net income is set forth above, being severally duly sworn, each for himself, deposes and says that the foregoing report and the several items therein set forth are, to his best knowledge and belief and from such information as he has been able to obtain, true and correct in each and every particular; that the amount of gross income therein set forth is the full amount of gross income, without
5333 any deduction whatsoever, received from all sources by the said corporation during the year stated, and that the net income therein set forth is the full amount by which to measure the tax at 1 per centum for assessment.

Sworn and subscribed to before me this

28th day of February, 1911.

Seal of
Executing
Officer

.....
(Official capacity.)

5334

OSCAR L. RICHARD of the firm of C. B.
Richard & Co., General Agents,

President.

LEONARD SIMMONS, Cashier of C. B.
Richard & Co., General Agents.

Note A.—The gross amount of income received during the year from all sources shall, in the case of a mercantile corporation, consist of the total amount ascertained through inventory or its equivalent, which shows the difference between the price received for goods sold and the cost of goods purchased during the

year, with an addition of a charge to the account of the sum of the inventory at beginning of the year and a credit to the account of the sum of the inventory at the end of the year. To this amount should be added all items of income received during the year from other sources, including dividends received on stock of other corporations, joint stock companies and associations subject to this tax. In determining this amount no account shall be taken of allowances for depreciation or losses, which items shall be taken account of under the proper heading above as a deduction.

5336

Note B.—The deductions authorized shall include all expense items under the various heads acknowledged as liabilities by the corporation making the return and entered on its books from January 1 to December 31. Amounts of income expended in paying dividends on stock, preferred or common, or in making permanent improvements, in betterments, etc., or in any way transferred to capital account, are not proper deductions in ascertaining annual net income. Interest paid on mortgage indebtedness on real estate acquired by a corporation may be deducted in Item 4, if the mortgage remains a lien on the property and the debt is not assumed by the corporation. The amount so paid and included in Item 4 should, however, be separately stated under Item 4.

5337

Note C.—THIS FORM, PROPERLY FILLED OUT AND EXECUTED, MUST BE IN THE HANDS OF THE COLLECTOR OF INTERNAL REVENUE FOR THE DISTRICT IN WHICH IS LOCATED THE PRINCIPAL BUSINESS OFFICE OF THE CORPORATION MAKING THE RETURN ON OR BEFORE MARCH 1.

c2-5788

5338

*Petitioner's Exhibit 241**Endorsed.*

Form No. 638.

U. S. INTERNAL REVENUE.

RETURN OF
ANNUAL NET INCOME.

(Sec. 38, Act of Congress, August 5, 1909.)

MERCANTILE CORPORATIONS.

5339

Return of net income received during the year ending December 31, 191 , by.....
 a corporation, the principal place of business of which
 is located at
 in the State of

Corporation No.
 Second.....Collection, District
 State of New York.

c2-5788

5340

Petitioner's Exhibit 242.

5341

Form 636.

To be filled in by
Collectors.To be filled in by
Internal Revenue Bureau.

List No. Class.... Assessment List 191

.....District of.....

Date received..... 191 Page..... Line.....

THE PENALTY FOR FAILURE TO HAVE
THIS RETURN IN THE HANDS OF THE
COLLECTOR OF INTERNAL REVENUE ON
OR BEFORE MARCH 1 IS \$1,000 TO \$10,-
000.

5342

UNITED STATES INTERNAL REVENUE.

RETURN OF ANNUAL NET INCOME.

(Section 38, Act of Congress, approved August
5, 1909.)

TRANSPORTATION CORPORATIONS.

Return of net income received during the year end-
ing December 31, 1911, by Lloyd Italiano Societa di
Navigazione, a corporation, the principal place of busi-
ness of which is located at Genoa, Italy

5343

....., City or Town of.....

(Street and No.)

....., in the State of

1. Total amount of paid-up capital stock
outstanding at close of year\$

2. Total amount of bonded and other
indebtedness outstanding at close of year \$

3. GROSS INCOME (see Note A)\$286,997.97

5344

Petitioner's Exhibit 242.

DEDUCTIONS.

4. Total amount of all the ordinary and necessary expenses of maintenance and operation of the business and properties of the corporation EXCLUSIVE OF INTEREST PAYMENTS. (See Note B)\$286,343.05

5. (a) Total amount of losses sustained January 1 to December 31, not compensated by insurance or otherwise\$ 4,935.

5345 (b) Total amount of depreciation January 1 to December 31\$ 37,371.55

6. Total amount of interest paid January 1 to December 31 on an amount of bonded and other indebtedness not exceeding the amount of paid-up capital stock outstanding at the close of the year\$

7. (a) Total taxes paid January 1 to December 31 imposed under authority of the United States or any State or Territory thereof\$ 4,447.

(b) Foreign taxes paid\$ 1,723.31

5346 8. Amount received by way of dividends upon stock of other corporations, joint-stock companies, associations and insurance companies subject to this tax ...\$

TOTAL DEDUCTIONS (see Note B)\$334,819.81

9. NET LOSS\$ 47,821.84

10. Specific deduction from net income allowed by law\$ 5,000.00

11 Amount on which tax at 1 per centum is to be calculated for assessment \$

State of New York, County of New York, to wit:

Oscar L. Richard of the firm of C. B. Richard & Co., Gen'l Agents of the Lloyd Italiano corporation, whose return of annual net income is set forth above, being severally duly sworn, each for himself, deposes and says that the foregoing report and the several items therein set forth are, to his best knowledge and belief and from such information as he has been able to obtain true and correct in each and every particular; that the amount of gross income therein set forth is the full amount of gross income, without any deduction whatsoever, received from all sources by the said corporation during the year stated, and that the net income therein set forth is the full amount by which to measure the tax at 1 per centum for assessment. 5348

OSCAR L. RICHARD of the firm of C. B. Richard & Co., Gen'l Agents.

LEONARD W. SIMMONS, Cashier of the firm of C. B. Richard & Co., Gen'l Agt.

Sworn and subscribed to before me this twenty-first day of February, 1912.

F. Paul Weiss,
Notary Public,
Kings County.

Certificate filed, New York County.

5349

Seal of
Officer
Taking
Affidavit.

Note A.—Gross income shall consist of the gross revenue derived from the operation and management of the business and property of the corporation making the return, together with all amounts of income (including dividends received on stock of other cor-

Petitioner's Exhibit 242

5350

porations and associations subject to this tax) derived from all sources as shown by the entries on its books from January 1 to December 31 of the year for which return is made.

5351

Note B.—The deductions authorized shall include all expense items under the various heads acknowledged as liabilities by the corporation making the return and entered on its books from January 1 to December 31. Amounts of income expended in paying dividends on stock, preferred or common, or in making permanent improvements, in betterments, etc., or in any way transferred to capital account, are not proper deductions in ascertaining annual net income. Interest paid on mortgage indebtedness on real estate acquired by a corporation may be deducted in Item 4, if the mortgage remains a lien on the property and the debt is not assumed by the corporation. The amount so paid and included in Item 4 should, however, be separately stated under Item 4.

5352

Note C.—THIS FORM, PROPERLY FILLED OUT AND EXECUTED, MUST BE IN THE HANDS OF THE COLLECTOR OF INTERNAL REVENUE FOR THE DISTRICT, IN WHICH IS LOCATED THE PRINCIPAL BUSINESS OFFICE OF THE CORPORATION MAKING THE RETURN, ON OR BEFORE MARCH 1. FOR FAILURE TO COMPLY WITH THIS PROVISION OF THE LAW, THE AMOUNT OF THE ASSESSMENT IS INCREASED 50 PER CENT AND LIABILITY TO A SPECIFIC PENALTY OF FROM \$1,000 TO \$10,000 IS INCURRED.

INSTRUCTIONS.

1. This return should be filed with the collector as soon as possible after the 1st day of January of each year.

2. This return must be properly filled out and verified and be in the hands of the collector on or before the 1st day of March. The penalty for failure to make the required return within the time specified by law is one (1) to ten (10) thousand dollars. The assessment against delinquent corporation will also be increased 50 per cent of the amount of the tax found due.

3. Every corporation, joint stock company or association not specifically enumerated in section 38 of the act of August 5, 1909, as exempt, and every insurance company, shall make the return required by law, regardless of the amount of its net income, whether above or below \$5,000. 5354

4. The return should be made on the prescribed form and must be for the calendar year.

5. The return of each corporation must be verified by its president, vice president, or other principal officer, and its treasurer or assistant treasurer.

6. The seal of the attesting officer should be impressed on the return in the space reserved for such purpose. Affidavits should be made before a notary public or other officer using a seal authorized to administer oaths. If before a justice of the peace, a certificate of the clerk of the court as to his authority should be attached to the return. 5355

7. The return, properly executed, must be filed with the collector of internal revenue for the district in which the principal place of business of the corporation, etc., is located; that is, where the books are kept from which the data shown on the return is obtained.

8. If an extension of time not exceeding 30 days from March 1, is necessitated by reason of the illness or absence of an officer required to make the return,

Petitioner's Exhibit 242

5356

application to the collector for such extension of time must be made on or before March 1, or within the period for which such extension is desired. No extension of time can be granted on an application filed subsequent to March 31, or to cover a period later than that date.

9. Returns should not be made in duplicate.

10. Item No. 1 should not include unissued or treasury stock.

5357

11. Item No. 2 should include all interest-bearing indebtedness. In the case of banking corporations, deposits should not be reported as indebtedness.

12. The amount claimed under Item 5b for depreciation should be such as measures the decline during the year in the value of buildings, machinery, and such other property as is subject to depreciation on account of exhaustion, wear and tear, and obsolescence; and should not cover changes in value of stocks and bonds. The change in value of stocks and bonds is properly taken up in the inventories.

5358

13. Depreciation, to be allowed, must be the amount estimated to have been actually sustained during the year and must be charged on the books of the corporation against the value of the property in which the depreciation occurred. Where depreciation is made good by repairs, etc., and the expense of such repairs, etc., is charged to the general expense account, no deduction for depreciation can be made in the return of annual net income.

14. The amount of interest paid on indebtedness must be limited to the interest actually paid on an amount of indebtedness not in excess of the paid-up capital stock outstanding at the close of the year.

15. Dividends declared or paid are not deductible.

16. The gross income of mercantile corporations should be ascertained in the following manner: From the sum of the total sales during the year plus the amount of the inventory at the end of the year deduct the sum of the inventory at the beginning of the year plus the cost of goods and materials purchased during the year. To this difference add the income received from any other source, and the result will be the gross income to be reported under Item No. 3 of the return.

17. The gross income of manufacturing corporations should be ascertained as in No. 16, except that the cost of manufacture should be included in the deduction to be made from the sum of the sales made during the year and the inventory at the end of the year. 5360

For further instructions see Regulations No. 31, containing the law and regulations, and Treasury Decision No. 1675, containing official rulings copies of which will be furnished upon application to the collector of the district in which the corporation desiring same has its principal place of business.

5362

Petitioner's Exhibit 243.

May 13, 1908.

Holland-America Line,
Rotterdam. 1346

Gentlemen:

In reply to your favor #1045 of the 5th inst., we beg to inform you that on May 2nd, the North German Lloyd reduced their E. B. rates to Naples and Genoa to \$10.00 with a commission of \$2.00 for the sailing of S/S "Friedrich der Grosse" on May 16th.

5363 We understand that there being practically no prospects of a speedy adjustment of the Italian situation, the North German Lloyd decided to reduce the rate to the above low level of \$8.00 net, in order to force the Italian Lines to adopt a similar low rate in which hardly any margin of profit is left.

5364 The Italian Lines instead of having reduced their existing rate of \$15.00 on May 7th sent out circulars increasing the commission to \$6.00, leaving a net rate of \$9.00. The Hamburg-American Line on May 7th also reduced their eastbound rate to Naples and Genoa to \$10.00 with \$2.00 commission for the sailing of S/S "Hamburg" on May 14th. It is assumed by the non-Italian Lines that the Italian Lines will not be able to stand this fight very much longer, and that they will ultimately come to terms.

We further beg to inform you that the Red Star Line on May 12th reduced their eastbound 3rd class rate from \$37.00 to \$30.00, but this being a regular Pool event, we did not think it necessary to cable you.

Yours respectfully,

HOLLAND-AMERICA LINE,

vdst

Gen'l Agent.
A. G.,

Petitioner's Exhibit 244.

5365

Copy book, No. 13, marked for identification.

Petitioner's Exhibit 245.

Copy book No. 8, marked for identification.

Petitioner's Exhibit 246.

Copy book No. 12, marked for identification.

5366

Petitioner's Exhibit 247.

Copy book, May 29, 1907—December 24, 1907,
marked for identification.

Petitioner's Exhibit 248.

Copy book, June 3, 1907—July, 1907, marked for
identification.

5367

Petitioner's Exhibit 249.

Copy book, July, 1907—August, 1907, marked for
identification.

5368

Petitioner's Exhibit 250.

Copy book, August 7, 1907—September 10, 1907,
marked for identification.

Petitioner's Exhibit 251.

Copy book, May, 1907, June, 1911, marked for
identification.

5369

Petitioner's Exhibit 252.

Copy book, September 10, 1907—October 1, 1907,
marked for identification.

Petitioner's Exhibit 253.

Copy book, 10/24/07—11/21/07, marked for
identification.

5370

Petitioner's Exhibit 254.

Copy book, 10/24/07—11/21/07, marked for
identification.

Petitioner's Exhibit 255.

5371

Copy book, 12/26/07—1/20/08, marked for identification.

Petitioner's Exhibit 256.

Copy book, 6/08—7/14/08, marked for identification.

Petitioner's Exhibit 257.

Copy book, 2/25/08—3/20/08, marked for identification.

5372

Petitioner's Exhibit 258.

Copy book, No. 11, marked for identification.

Petitioner's Exhibit 259.

Copy book, No. 15, marked for identification.

5373

Petitioner's Exhibit 260.

Letters of White Star Line, dated 1/18/08, 2/17/08, 2/21/08, 2/12/08, 2/15/08, 2/19/08, marked for identification.

5374

Petitioner's Exhibit 261.

HOLLAND-AMERIKA LIJN

Telegram-Adres:

Americano Rotterdam.

Telefoon: No. 5803.

Afdeeling Passage.

Rotterdam, October 9th, 1908.

Friday.

No. 1009.

Holland-America Line,

New York.

Dear Sirs:

5375

For the sake of having our archives complete, we shall thank you to let us have if possible the following documents:

Standing Complaint Committee (Continental Conference), the minutes of Meeting No. 26, 27 (1897), 45, 46 (1898), 55, 58 (1899), 104 (1902 or 1903), 140 (1906), 142, 143 (1906).

Chicago Complaint Committee of the Continental Conference, the minutes of Meeting No. 29, 30, 33 (1898), 36, 37, 38 (1899), 42 (1899), 60 (1901), 70, 71, 72, 73 (1902), 78 (1902), 95, 96, 97 (1904), 104, 111 (1905), 120 (1906), 123, 127 (1907).

5376

The Chicago Complaint Committee of the Continental Conference, The Chicago Committee of the North Atlantic Passenger Conference, The Chicago Complaint Committee of the Mediterranean Conference, the minutes of Joint Meeting No. 1, 2 (1897), 13, 14, 15, 16, 17 (1898-1899), 23, 24, 25, 26, 27 (1901-1905).

The Railroad Committee, Report No. 66 (1902), 76 (1903), 80 (1903).

We shall take the liberty to approach you with the same request for the missing documents of the Mediterranean Conference within a few days and remain, thanking you in anticipation,

Yours truly,

HOLLAND-AMERICA LINE.

Petitioner's Exhibit 262.

5377

COPY.

New York, October 16th, '08.

Compagnie Gle. Transatlantique,
19 State Street,
City.

Gentlemen:

We beg to acknowledge receipt of your favor of the 15th instant with enclosure check for \$1926.48, which amount as you state is for compensation due us as per letter of Mr. Peters #267 of Oct. 1st.

We have placed this amount to your credit under the usual reserve and have notified our Home Office that said payment has been made to us. 5378

Yours very truly,
HOLLAND-AMERICA LINE.
(W. S.) Nyland.,
Pass. Agent.

 COPY.

New York, October 15th, 1908.

Holland-America Line,
39 Broadway, City.

Gentlemen:

5379

In conformity with instructions received from our Paris Office we beg to send you herewith our cheque for \$1926.48 for compensation due your Line, as per letter of Mr. Peters #267 dated October 1st, 1908.

Kindly acknowledge receipt and oblige,

Yours very truly
COMPAGNIE GENERALE TRANSATLANTIQUE.
(W. S.) C. Treyvoux,
Gen'l Pass. Agent.

5380

Petitioner's Exhibit 263.**HOLLAND-AMERIKA LIJN**

Telegram-Adres:

Americano Rotterdam

Telefoon No. 5803.

Afdeeling Passage.

Rotterdam, April 7th, 1909.

Wednesday.

4958.

Holland-America Line,

New York.

5381

Dear Sirs:

We have your favour of March 26th, private No. 1490, and noted with pleasure that the Erie Railroad has increased the maximum commission on first and mixed class American railroad tickets to \$4—thus placing the Steamship Lines on the same basis as Peter McDonnell, A. E. Johnson & Co. and other outsiders.

5382

We perfectly agree with you that it rests now with the Steamship Lines to adduce proof that they really control the railroad business of their passengers, and as far as we are concerned we shall leave nothing undone in order to enforce the through booking rule. With a view thereto we are equally prepared to grant to agents half of the above commission on the sale of American railroad tickets first and mixed class. We would allow this commission to our Dutch agents in the first place, because the bulk of American railroad tickets of the above classes that is sold here is issued in connection with Dutch second cabin tickets. In fact, we would have issued circulars granting the commission right away were it not that we are in doubt whether commission will be paid on *all* first and mixed class tickets, or only on those from New York to Buffalo and to points west thereof via Buffalo or

Salamanca. According to your letter the commission is due on *all* tickets, but considering the report of the Railroad Committee of March 24th (No. 1), we are led to believe that the above restriction should be observed.

We shall very much like to hear from you which one is the correct conception of the two, and should it be the latter you will please give us your idea how it should be made clear to our agents in which cases they are entitled to commission and in which cases they are not. Perhaps they would best understand the situation if we could name the States to which the commission applies, but in this a difficulty is encountered as well because of the fact that while commission is due on tickets to Buffalo, New York, for instance, there are other stations in the same state on which no commission can be granted. We are in a kind of dilemma to find the correct wording of our circular to agents and shall thank you to let us know how our circular should read in respect of this question.

Meanwhile we beg to remain,

Yours very truly,
HOLLAND-AMERICA LINE.

G

R.

5386

Petitioner's Exhibit 264.**HOLLAND-AMERICA LINE**

Address for Telegrams:

Americano Rotterdam

Passenger Department.

A. C. H. Nyland. Rotterdam, November 6th, 1900.

Holland-America Line,

New York.

Private Nr. 150

Gentlemen:

5387

Your Nr. 6431. What you state with regard to the Leon XIII of the Comp. Transatlantica had already been brought to the notice of the different lines by Mr. Wilmink, whereupon a meeting took place in Paris on Oct. 3rd to which the Comp. Transatl. had been invited. We were rather successful in coming to terms with them; they were allowed 12 trips with a maximum of 1800 passengers a year; if they should have less than 12 departures, the number of passengers which they will then be allowed to carry is obtained by multiplying the number of sailings by 150. If exceeding their proportion, they shall have to compensate at a ratio of Lire 145 per passenger—if they do not carry their share they get nothing! They will be no

5388

members of the N. Y. Conference and consequently will not be able to employ conference agents for either Eastbound or Prepaid business. Protocol of the Paris meeting will have reached you in the meantime.

Your private Nr. 412. We beg to thank you for the affidavit of Anna Perelonik, and we hope that Mr. Willekes MacDonald will be able to do something with it. As it is, it might have been drawn up better, but all the same we hope to obtain some results.

Your Nr. 6432. Contents of your favor have been duly brought to the attention of our Agent M. Desbois, who has given further instructions to the Beyrouth Agents.

Yours very truly,

HOLLAND-AMERICA LINE.

R.

Petitioner's Exhibit 265.

5389

HOLLAND-AMERIKA LIJN

(Nederlandsch-Amerikaansche Stoomvaart-
Maatschappij)

KONINKLIJK NEDERLANDSCHE POST.

Rotterdam, August 25th, 1899.

Private 190.

Holland-America Line,
Afdeeling Passage. New York.

Adres voor Brieven: Holland-America Lijn; Tele- 5390
grammen: Americano, Rotterdam.

At the informal meeting held at Rolandseck on the
22nd instant, it was decided to readjust Eastbound
rates as follows:

	Ind Class	Steerage
Lloyd fast	\$42.	\$32.
" regular	\$40.	\$30.
" slow	\$40.	\$30.
Hapag fast	\$40.	\$30.
" slow	\$39.	\$28.

Star unchanged

5391

against which we consented to put second Cabin rate
STATENDAM ROTTERDAM up again to \$37, as
cabled yesterday. We trust that these changes have
been put into effect by mutual arrangement at once,
as was intended at the Meeting. In this respect, we
may add that Red Star intended to reduce their East-
bound Steerage rate to \$25, which we did not consider
desirable and decided rather to raise our STATEN-
DAM and ROTTERDAM Second cabin rate again,
which had been reduced only with a view to meet
Hapag's reduction.

Petitioner's Exhibit 265

5392

5393

5394

With reference to our No. 188 of the 18th instant, we may say that Red Star Line has indeed announced its intention to reduce Westbound Steerage. Their argument is that in view of the prohibitive measures at the Prusso-Austrian frontier they cannot forward their prepaids from Galicia and, consequently, are unable to make up their Shortage sufficiently. We do not know whether they really intend to carry out this intention, as we consider it more as a matter of pressure upon the German Lines to assist them in opening the frontier for their passengers. This matter also interests us, and we have therefore followed with special interest the discussion upon this subject. As you know, Red Star's and our position is different in so far as Star holds the German Concession, and we would imagine that this would entitle them and the British Lines having the concession to have their passengers admitted in the same way as the German Lines. In this respect, Dr. Wiegand explained that the Concession having been given for the booking and forwarding of German passengers did not include the through-forwarding of Austrian passengers and consequently the German Government could not grant such a privilege to the Red Star Line, without doing the same in the case of the British Lines, which the Government does not want to do! (This means to say that the German Government may at any time shut their frontiers for through-booked passengers of non-German Lines, whether holding the Concession or not, which gives a nice look into how things will be when the Pool arrangements should ever be broken up.) For the present, and as long as the Pool exists, the German Lines have an interest to enable Red Star and us to carry our share; and therefore they are looking for measures to arrive at a solution, without interfering with the above principle of holding the non-German Lines whenever they want to have them.

This solution is the establishment of Control Stations at the Prusso-Austrian frontier, and the Hapag has already sent in a proposal to the Government to this effect. This proposal will now probably be seconded by the Lloyd and we may therefore soon see this idea realized. In that case, not only Red Star's but also our passengers will be able to pass through in the same way as is now the case at the Russian frontier. This being satisfactory, as far as it goes, there is at the same time the prospect of danger to our through-transportation at Leipsic. We would not wonder at all, if we met with difficulties there some day. These difficulties would, of course, be of a less serious character if we had the way via Oderberg—Breslau open. But we are then altogether left at the mercy of the German Lines for Austrian as well as for Russian business, unless we go in for Libau and Basle. Perhaps we look upon this somewhat over-pessimistic, but it would be unwise to shut our eyes for the possibility that such events may happen. We have always hoped that much of these gloomy outlooks would be taken away, if we only could obtain the German Concession. But it looks very much as if we will never get it, our exertions being pretty well exhausted. We mention these things, because it is necessary to keep them always in mind, when forming an opinion about our situation as a passenger line in comparison with our neighbors.

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Now again referring to Red Star's intended reduction, we may repeat that as a general measure we would very much regret it, as it will without any doubt be disadvantageous to us financially. We would very much like to make something more out of our Steerage carryings than we are doing, although we have no special reason to complain. It is a pity that with a total traffic more than 50% larger than last year's, Star and we could not obtain a better aver-

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age rate than we are making, our rate over the first 5 months showing a loss of 5/ per head, as against last year. However, we fear that it cannot be helped and we will have to put up with it, unless Red Star should change its intention.

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The aforesaid Meeting has especially discussed Cabin rates on the basis of a speed Agreement between all the Lines, of which we enclose a rough copy which we have no time today to correct, but which will give you a general idea of what is intended. A definite copy, as it has come out of the discussion, is now being prepared by the Secretary and will be mailed to you as soon as received. As far as time permits, we may say that Schedule No. II has been accepted as the basis of a proposal to be submitted to the British Lines and the Transatlantic, whilst an alternative schedule of rates running up from 220 shillings for the slowest to 400 for the fastest steamer will be proposed to be adopted on the 15th October, 1900, if at least 6 Lines, parties to the Agreement, should require it. The Agreement would be proposed for 3 years with the above exception, as concerns rates. Most of the clauses of the former cabin

5400

Agreements would be reinstated, but we have objected to the clauses concerning reduction on Return tickets, which we have insisted upon in so far that 5% would be paid on the Return portion. We have also declined to reaccept city rules and have carried through that 8 Agents (for I and II Cabin together) may be employed within Greater New York. A new clause would be added for the transportation of baggage, the tariff being proposed to be \$1.50 per piece, except for one steamer trunk and hand baggage which would be carried free. 11nd Class rates would be based upon British Lines, rates, plus 20 and probably 10%, with a flag-differential in favor of Red Star and us as against German Lines of 5%, the British rates prob-

ably ranging between £ 7 and £ 10. You will please consider this as a preliminary and confidential communication which we will complete as soon as possible. Lloyd, Hapag and we have declared our intention to accept at any event Schedule II as a basis for first cabin rates during the 1900 season, which would bring our minimum rate for Statendam Rotterdam up to about £ 14. Nothing of all this is binding, and we will further write you as soon as possible in regard to Cabin rates for our Line in 1900. There is one thing however, which we would like to point out today, in regard to our this year's cabin business, viz: that, in our opinion, we have gone much too far in offering rooms to one and two persons. The enclosed rough estimate shows that by our this year's tariff we have lost something like \$3000 on the Statendam which left yesterday and will lose \$2500 on the Rotterdam, September 14th, on that account, apart from standard rates. This is a policy which we should not adopt for next year, whether an Agreement with other Lines is reached or not.

5402

We are

Yours truly,

HOLLAND-AMERICA LINE

M.

R

5403

Kopie.

Rotterdam, den 8. September 1899.

Herrn H. Peters, JENA.

Kajüten Uebereinkommen.

Die in Ihrem Rundschreiben vom 6 ds. wiedergegebene Bemerkung der Packetfahrt führt das Unprak-

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tische and Unhaltbare eines Speed-Agreements klar vor Augen. Wir stehen vor einem (wie angenommen wird) aussergewöhnlichen Beförderungsjahr, in welchem die Partheien versuchen wollen, wenn möglich etwas mehr aus den Kajütseinrichtungen der alsdann in der Fahrt befindlichen Dampfer herauszuschlagen als mangels eines Uebereinkommens erzielbar sein dürfte. Dessen ungeachtet greift jetzt schon die Packetfahrt, weil das mit Rücksicht auf ihre anderen dampfer derselben Klasse, besser in ihr System passt, in die Grundlage des proponirten Agreements hinein, indem sie für einen ihrer Dampfer eine Ausnahme gemacht sehen will, und zwar in der Richtung einer Preisermässigung statt Preiserhöhung. Es ist ja nichts leichter als einen Dampfer, der für eine vortheilhaftere Tariffixirung etwas zu schnell gelaufen hat, eine geringere Fahrgeschwindigkeit zu geben; wenn das aber für ein Schiff gemacht werden kann, so geht es auch für alle Schiffe, und so gelangen wir dann wieder bei der Raten-Diskussion an. Ein unbefangener Vergleich der Fahrgeschwindigkeit der Schiffe mit ihrem Renomme und ihren früheren Beförderungszahlen wird übrigens sofort die Unhaltbarkeit des vorliegenden Entwurfs zu Tage fördern. Vergleichen wir z. B. die diesjährige Beförderung mit den "P" Dampfern der Packetfahrt, der "Barbarossa" Klasse des Nordd. Lloyd und unserer "Statendam" Klasse, Eastbound, während des Zeitraums vom 1. April bis 31. Juli (also die volle Sommer-Saison, so ziehen sich folgende Durchschnittszahlen:

		Durchschnitt	
		1 Klasse	2 Klasse
Pretoria	3 Reisen	140	106
Pennsylvania	3 "	177	138
Waldersee	3 "	169	132
Patricia	2 "	202	132

Barbarossa	3	"	202	103
Königin Luise	3	"	182	104
Fr. d. Gr.	3	"	108	113
Bremen	3	"	240	118
Rotterdam	4	"	120	87
Statendam	4	"	157	92

(Es fehlt uns momentan die Statistik no. 307 von Sandford, in welcher die Juli Eastbound Reise der Königin Luise erscheint; vielleicht wollen Sie die durchschnittszahl auf 4 Reisen rectifiziren, wenn Ihnen die Statistik, wie wir voraussetzen, zur Verfügung steht.)

5408

Das ist also das Resultat im freien Kampfe mit Preisen, die jeder sich selbst nach eigenem Gutdünken zugelegt hat. Wenn wir nun einmal annehmen, dass Statendam und Rotterdam ihrer Geschwindigkeit nach unter die 14/15 Kolonne fallen, Graf Waldersee und Patricia unter die 12/13, so ergibt sich eine höhere Rate für unsere Dampfer von 63/. Wer wird das mit der Statistik vor Augen für vernünftig halten!

Ebenso, wenn man die Zahlen der Barbarossa Klasse mit Statendam vergleicht und bedenkt, dass die esstere, wenn wir uns gut erinnern, in die 13/14 Kolonne eingereiht werden soll, wer wird eine Preisdifferenz zu Gunsten der Barbarossa Klasse, statt umgekehrt, für gerechtfertigt halten? Wie immer auch jetzt die Fahrgeschwindigkeit dieser letzten Schiffe sein mag, dieselben fahren auf ihr Renommee von 15/16 Knoten Schiffen, abgesehen von ihren sonstigen guten Eigenschaften, die wir für den Moment ausser Acht lassen können.

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Da müssen wir uns doch als vernünftige Leute sagen, dass wenn ein "Speed" Agreement zu solchen sonderbaren Resultaten führen kann, die Basis nicht taucht, und Niemand wird es uns verdenken, wenn wir erklären, nicht darauf eingeben zu können. Wir haben

Petitioner's Exhibit 265

5410

da überhaupt Bedenken, den Vertragsentwurf den englischen Linien in dieser Form vorzulegen und werden dazu nur unsere Zustimmung geben können, nachdem wir in einer zweiten Versammlung Gelegenheit gehabt haben werden, die darin vorgeschlagenen Preise an der Hand der Beförderungsstatistik näher zu prüfen. Wir senden Ihnen heute unsere Speed-Statistik, soweit wir sie haben, und sind bereit, dieselbe als Basis für weitere mündliche Unterhandlungen unter den Verbandsparteien dienen zu lassen. Wie gesagt, halten wir letztere um überhaupt zu einem in England vertheidigbaren Resultat zu kommen, für unerlässlich.

5411

Hochachtend,

HOLLAND-AMERIKA LINIE

gez.

Reuchlin.

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Petitioner's Exhibit 266.

5413

HOLLAND-AMERICA LINE

Address for Telegrams:

Americano Rotterdam. Passenger Department.
Telephone: 2972.

Rotterdam, August 31st, 1906.

763

Holland America Line,
New York.

Gentlemen:

Please note that we have seen the following prepaid tickets of the Voluntary Fleet of Steamers: 5414

R. 4281 Ch. Friedman 2/1.1/2 issued by Esra Moscovitz, N. Y.

R. 4282 Family Rosner 3/1.2/2 issued by Esra Moscovitz, N. Y.

R. 1155 Hendel Schtembis 1/1.1/2 issued by A. L. Germansky, N. Y.

25731 Cesia Malaga 1/1 issued by A. L. Germansky, N. Y.

R. 1121 Jan Bolechow 1/1 issued by T. S. Jaworski & Co., N. Y.

We do not know whether these aforesaid parties are Conference agents, but in case they are we trust that the above information will suffice to make them sever their relations with the Voluntary Fleet, unless they prefer to give up their connections with Conference Lines instead. i. e. We leave it entirely to your good judgment what should be done with them. 5415

Yours very truly,

HOLLAND-AMERICA LINE

G.

Ed.

5416

Petitioner's Exhibit 267.

HOLLAND-AMERIKA LIJN.

Telegram-Adress:

Americano Rotterdam.

Telefoon: No. 2972.

Afdeeling Passage.

Rotterdam, Wednesday, April 8th, 1908.

Holland-America Line,
New York.

Dear Sirs:

5417 We duly received your favor private 1314 of the 25th ultimo, contents of which had our careful attention.

As you are aware, Lloyd has undertaken to compete with the Russian Volunteer Fleet and the Russian East Asiatic Line by quoting on the same or nearby sailing-dates of these lines eastbound the same rate as the two Russian Lines. Because of Lloyd's considerable shortage in the eastbound pool they will not be compensated for thus meeting our competitors' rate, but in order to make up to them to a certain extent for their loss resultant upon their considerable reduction, which is much greater than required for the purpose of the pool, they have been

5418 allowed at the same time to raise the rate of those of their steamers the sailing-dates of which do not coincide with departures of the Russian Lines, and also for their express steamers which are always full in the steerage anyway.

On the other hand Hapag had been delegated to meet the rate quoted by the New York & Continental Line for their steamer "Vulturno," leaving New York on the 11th instant. Because of Hapag's excess in the eastbound pool it was agreed that they should be compensated the difference in rate then amounting to \$7. At this juncture survened the general raise

of four dollars with the restriction that rates should be reduced to the level of our competitors' rates whenever a sailing of the Pool Lines should coincide with a departure of the former. Until now, however, no further action has been taken in order to carry out this resolution, and, being much in excess, we have no particular reason to step in with a reduction for which, we beg to add, no compensation has been agreed so far. In the meantime Hapag, on account of their raise of \$4, now claim a compensation of \$11 against the "Volutorno's" rate, but as yet some of the Lines have not conceded the point.

5420

As far as Lloyd's reduction is concerned we have been informed that their steamer "Barbarossa" was overbooked already and we consequently offered to take the passengers engaged by them in excess on our ss. "Potsdam" leaving New York today. Though the Lines have not agreed to compensate the difference in fare to us, we yet cabled you on the 7th instant:

"Understand Barbarossa overbooked Snipperbak (het navol gend ber. betr. eastb. 3e. kl). After accommodating own passengers regular rate spiesglans (gij kunt derde klasse passagiers nemen) excess passengers booked by Roepvogel (Norddeutscher Lloyd) at reduced rate request Roepvogel (Norddeutscher Lloyd) advise city agents accordingly."

5421

Danshoed (Potsdam, April)
which we herewith beg to confirm.

In the meantime some of the Lines have allowed our claim for compensation in connection herewith and we are still in hopes of obtaining also the consent of the other Parties. In order that we know what has happened, you will be good enough to inform us at your earliest convenience how many passengers you have taken over from Lloyd on the "Potsdam" and which rate you have obtained for their transportation.

Yours very truly,

HOLLAND-AMERICA LINE.

A. N.

5422

Petitioner's Exhibit 268.

HOLLAND-AMERIKA LIJN

Telegram-Adress:

Americano Rotterdam.

Telefoon: No. 2972.

Ge 1046

Afdeeling Passage.

Rotterdam, Friday, May 8th, 1908.

Holland-America Line,

New York.

Dear Sirs:

5423

We beg to acknowledge receipt of your No. 1339 and 1340, dated April 27th & 28th respectively, contents of which had our careful attention.

From our cable of May 2nd, confirmed by our No. 1041 of May 4th, you will have seen in the meantime that the other lines have not agreed to compensate us for the difference in quoting a low rate for the "Rijndam," May 6th, against the "Avoca" of the 5th.

Since then we received your cable of the 6th, instant, reading:

5424

"Avoca obsepiato tachtiger some left over," informing us that the "Avoca" sailed May 5th from your side with 650 third class passengers and now learn from a telegram just received from the Hamburg-American Line that in consequence of there being no opposition against the "Avoca," she not only got her full complement of 745 steeragers but could still transfer 25 steeragers to the "Jalunga" (May 9th) against which there is no opposition on the part of the pool lines either.

We noted from your No. 1340 that ss. "Birma" of the Russian East Asiatic SS. Co. did not sail on the appointed date (April 29th) and is not expected to be ready for service for some time.

Yours truly,

HOLLAND-AMERICA LINE.

M.

A.N.

Petitioner's Exhibit 269.

5425

Private N.

No. 1369

June 26th, 1908.

Holland-American Line,
Rotterdam.

Gentlemen:

Our steamer "Noordam" left last Wednesday with 1120 third class passengers, she having been selected as stated to you in previous correspondence, as a competing steamer with S/S "Russia" of the Russian East Asiatic Company.

5426

S/S "Russia" itself left with a total of 900 steerage passengers, of which 200 were accommodated at a \$4 higher rate in the so-called improved steerage or third class. We are convinced that if our S/S "Noordam" should not have had a competitive rate, the number of passengers on the "Russia" would have been nearly doubled, as extraordinary attention was given by the firm of A. E. Johnson & Co., through advertisements, extra commission, etc., to have a good showing for this first departure from here.

The new steamer "Prins Friedrich Wilhelm" left yesterday, with 1729 third class passengers, also against S/S "Russia." The excess for the North German Lloyd steamer (in case there was any) should have gone to the "Arabic" of the White Star Line, although we received confidential information from Mr. Winter that he was not adverse to transferring a possible excess to S/S "Barbarossa" sailing on the 27th inst. As this steamer has not been designated by the Committee to carry a possible excess, we will thank you for giving your attention to this matter and in the correspondence see if for some of the "Barbarossa" passengers, the differential between the \$22 and \$28 rate is claimed and to which, in our opinion the North

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Petitioner's Exhibit 269

German Lloyd is not entitled. Mr. Winter claimed that S/S "Prins Friederich Wilhelm" was not overbooked, although two days before her departure, he expected an excess of between two and three hundred passengers.

We beg to enclose copy of a letter written by Mr. Sandford to Mr. Peters in Jena, showing from June 3rd up to and including June 20th, the figures and rates of the eastbound competitive steamers.

Respectfully,
HOLLAND-AMERICA LINE,

A. G.
Gen'l Agt..

5429

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Petitioner's Exhibit 270.

5431

Private N.

No. 1400

Sept. 18th, 1908.

Holland-America Line,
Rotterdam.

Gentlemen:

We beg to refer to Atlantic Conference Pool letter G247, of Sept. 2nd, 1908, in which letters from Hapag, are promulgated, regarding the head-tax claimed by American citizens on arrival here. Although we have had several cases where American citizens claimed the amount of \$4.00 under the same conditions as illustrated by Hapag, we have thus far refused to comply with such requests, and at yesterday's meeting brought up this question in order to ascertain the exact standpoint of all the lines.

5432

All the lines present; namely American, Anchor, Austro-Americana, Cunard, North German Lloyd, Russian American and White Star, took the same ground as we did, and refused to refund a tax which has never been paid. Hapag only stated that for American citizens and aliens in transit to Canada, they charge Mk. 16—less than their regular rate.

As you are aware, the United States government is strongly in favor of having every alien who comes over here pay the head-tax in addition to the ocean fare, and in this way a discrimination in favor of United States citizens is made. We hope that the present obstacles in the way of collecting head-tax separately on cash rates will be removed and that very soon the taxes for aliens will be collected on your side, and not be included in the fare as it is at present.

5433

Respectfully,

HOLLAND AMERICA LINE,

A. G.

N.

General Agent.

5434

Petitioner's Exhibit 271.

VdS

1468

Jan. 26, 1909

Holland-America Line,
Rotterdam.

Gentlemen:

5435

We herewith take pleasure in informing you that an arrangement has been concluded between the steamship lines and the D. L. & W. R. R. Co., through the medium of A. E. Johnson & Co., whereby a commercial allowance of 10% with a maximum of \$2 will be paid on first and mixed class railroad business between New York and Buffalo and all points west thereof, if routed via the D. L. & W. R. R. Commission will be paid on either westbound prepaid tickets, on cash tickets sold in Europe or tickets sold on our dock.

This arrangement cancels the previous arrangements which we had with Messrs. A. E. Johnson & Co., regarding westbound business and all tickets the fare per adult of which does not exceed \$20 from now on will be routed by us via D. L. & W. R. R., whenever consistent.

5436

All tickets the fare of which per adult exceeds \$20, we will continue to route through Peter McDonnell, inasmuch as the latter pays us a commission of 10% with a maximum of \$4.

Negotiations in regard to the granting of a commercial allowance are now pending with the other railroad companies out of New York, and it is probable that within a short time some of them will join the D. L. & W. in granting a commercial allowance. It is also expected that within a reasonable time, western railroads will come into the agreement, in which case the present allowance of 10% with a maximum of

Petitioner's Exhibit 271

5437

\$2 would naturally be extended to 10% with a maximum of \$4.

We beg to enclose report of the special committee of Jan. 23, 1909, covering the above, while we further enclose map showing the territory covered by the Delaware, Lackawanna & Western R. R., and its connections.

We will promptly keep you posted on all progress made in regard to agreements with other railroads.

Respectfully,

HOLLAND-AMERICA LINE,

A. G.

Gen'l Agt.

5438

VdSt

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Petitioner's Exhibit 272.

Dict VdS

1478

Feb. 9, 1909.

Holland American Line,
Rotterdam.

Gentlemen:

5441 Agreement with Erie Railroad providing for a commercial allowance of 10% with a maximum of \$2.00 on Westbound first and mixed class railroad business from New York to Buffalo and point beyond.

We beg to refer to our letter of the 26th ult. and report of the special Railroad Committee enclosed therewith, to the effect that an arrangement had been concluded between the Steamship Lines and the D. L. & W. R. R. through the medium of A. E. Johnson & Co., whereby a commercial allowance of 10% with a maximum of \$2.00 was to be paid on all first and mixed class Westbound railroad business from New York to Buffalo and points beyond.

5442 In accepting this proposal from A. E. Johnson & Co. the Steamship Lines realized that the ultimate object of the Steamship Lines was not furthered thereby. This object, as you are aware, is to come to an agreement *directly* with the railroads, whereby a commercial allowance will be paid by them on all first and mixed class Westbound rail business.

With this end in view, several attempts were made by the Steamship Lines to obtain such allowance through a direct agreement, but without result. Following the offer by A. E. Johnson, negotiations were continued, but without any apparent success, the supposition being that existing contracts on the part of the Trunk Lines prevented them from making any Westbound agreements directly with the Steamship Lines.

Since then the Erie Railroad has broken away from the Trunk Lines and has come to the Steamship Lines, with an offer as above stated. This has been accepted by the Special Committee for the Steamship Lines, which in return has promised to recommend to the Lines to support the Erie and route as large a share of the Westbound rail business, as possible via their road.

The Erie Railroad expects to be able, within a short time to make suitable arrangements with one or more Western rail lines so as to place them in a position to take care of business beyond Chicago and extend the maximum allowance of \$2.00 to \$4.00.

5444

In the meantime, commissions paid by Peter McDonnell and A. E. Johnson remain in force.

Under the circumstances, we would respectfully suggest that you discontinue the issuing of Johnson's and Peter McDonnell's orders and issue instead our own regular cash orders, which upon arrival of the steamer here, will be indorsed by us "via Erie" or such railroad as may suit the particular case.

We will instruct our agents on this side that whenever rail transportation is sold in connection with cabin prepaids the rail fare is to be remitted to us and we will mention this on the prepaid lists in the same manner as is done with the third class prepaid railroad orders. A commission of 5% with a maximum of \$1 will, in due time, be allowed to agents.

5445

In connection with the above, we avail ourselves of this opportunity to kindly see to it that the preliminary written lists of first and second cabin passengers reach us either before or on the date of the arrival of the steamer, in order that we may be able to verify the prepaid and cash rail orders presented to us by passengers.

At present these lists reach us after the arrival of the steamer.

5446

Petitioner's Exhibit 272

While the aforementioned agreement with the Erie Railroad is still far from being perfect, it is, as you will note, a step in the right direction and we sincerely hope that it may prove to be the beginning of a general agreement between all Trunk Lines and Steamship Lines, covering the payment of a commercial allowance on westbound first and mixed class railroad business.

The Special Committee's report on the above will be sent to you promptly upon issue.

Yours respectfully,
HOLLAND-AMERICA LINE,

5447

A. G.
Gen'l Agt.

VdSt

5448

Petitioner's Exhibit 273.

5449

Private N
No. 1608

Nov. 18th, 1909.

Holland America Line,
Rotterdam.

Gentlemen:

We beg to refer to the Eastbound Railroad Agreements:

Altogether recently the Eastbound Agreement with the Western Passenger Association has been consummated and the sub-agents have been notified as per enclosed circular, the situation today is not very satisfactory in regard to the Central Passenger Association Agreement upon which a great deal depends for the success of the former. The Central Passenger Association Agreement has worked to the entire satisfaction of the steamship lines, although this can not be said for the different members of the participating railways.

5450

A great preference is shown by the Western Agents for the Wabash, and Nickel Plate Railroads, and as you will please note from the accompanying statistics the percentage on both roads is exceedingly high. The B. & O., Grand Trunk and Erie Railroads, as well as the Pennsylvania differential Lines and the Michigan Central are the principal sufferers.

5451

The poor showing of the B. & O. railroad is principally caused by inadequate train service, and although some improvements in this direction have been made already, further improvement is highly necessary.

As far as our Company is concerned it is difficult for us to send our Chicago passengers by the B. & O. railroad as trains on said road are frequently delayed, and the morning train due to arrive at New

Petitioner's Exhibit 273

5452

York at 7:00 A. M. does not allow passengers as a rule to make connections with our steamers sailing at 9 A. M. as the arrival station is the terminal of the Central Railroad Co., of New Jersey, necessitating crossing and recrossing the North River.

5453

In consequence there is no other way for us than to either send our Chicago passengers by the morning or afternoon B. & O. train, which causes board and lodging expenses to the passengers, or to send them over some other road. However, it is of great interest to all the Lines to properly adjust the business to show the railroads that the Steamship Lines are practically controlling the railroad business obtained in connection with steamship travel.

A strong telegram was sent by the "Committee" to their General Passenger Agents in Chicago, instructing them to route the business primarily over the B. & O., then by Erie, Grand Trunk Pennsylvania Lines, and Michigan Central, and that for the present and until further notice no commercial allowance would be paid to agents who routed passengers by some other road.

We trust this will bring about a decided improvement in the near future.

5454

Respectfully,
HOLLAND AMERICA LINE,
A. G.,
Gen'l Agent.

Petitioner's Exhibit 274.

5455

N

Private No. 1490

March 26, 1909.

Holland-America Line,
Rotterdam.

Gentlemen:

We beg to refer to our letter 1478 Private of February 9, and railroad report of the same date subsequently sent to the effect that the Erie R. R. offered 10% commission with a maximum of \$2.00 to the Steamship Lines direct, and that said offer had been accepted.

5456

We now beg to report that after many meetings and discussions the Erie R. R. has increased the maximum commission to \$4.00 thus placing the Steamship Lines on the same basis as Peter McDonnell, A. E. Johnson & Co. or other outsiders.

We are very much pleased to have this offer made by the railroad direct which is fully in line with the general principle always advocated, the special railroad Committee has accepted this offer, and in consequence our business which can go via Erie R. R. will be routed accordingly.

We beg to enclose all different reports thus far received in connection with the above.

5457

One of the great factors which very strongly impresses the railroads is the proof that the Steamship Lines control the railroad business of their passengers and this control can in no way be more facilitated than by the enforcement of the so-called "through booking" Rule.

It is therefore that a recommendation was made at one of the last meetings that all second cabin prepaid and return, and as far as possible first class passengers be booked through to final destination in Ameri-

ca, and that a commission, or as we call the same at present, "commercial allowance" of 5% with a maximum of \$2.00, be given to sub-agents on all first and mixed class westbound railroad tickets in the United States, sold in connection with ocean tickets.

We beg to recommend very strongly the adoption of the same rule for "cash" business in Europe, so that on arrival of the Steamers here all business as far as practicable has been booked.

5459 The arrangements with A. E. Johnson Co. and Peter McDonnell will naturally cease now, and we will thank you as explained in our letter 1478 to use your own orders drawn on us.

For the present we will have our agents endorse our 2d cabin prepaids and return tickets, as recommended by the Committee, and in such cases request you to give to such passengers, claim—orders for the American transportation in the same way as you do now with 3rd class through-booked prepaid passengers.

It may be advisable for the next issue of our prepaid cabin and return tickets 2d cabin to have a clause added in the same wording as is now found on our 3d class prepaid contracts, covering the above.

Respectfully,

HOLLAND-AMERICA LINE.

5460

A. G.,

General Agent.

Encl.

Petitioner's Exhibit 275.

5461

N. No. 1495.

April 8, 1909.

Holland America Line,
Rotterdam.

Gentlemen:

We beg to enclose minutes of meeting #6 held March 30th of the Mediterranean Conference (awaiting confirmation) also a copy of the minutes of the meeting of the American Atlantic Conference, #12 from which you will please see, that said meeting was held only to consider the complaint against the agents of the North German Lloyd, Chicago, Ill.

5462

We were much pleased to have Messrs. Clausenius & Co. fined \$500.00 and at the same time receive a very severe open rebuke, which will be made part of the records.

We further enclose report #1 of the standing Committee on the United States Steerage Act 1908 regarding the "Water Line" of passenger's ships.

We will forward to you by Control box on Steamer "Noordam" April 13th, four more copies of the complete Passenger Act of 1882 with all the amendments up to date.

Respectfully,
HOLLAND-AMERICA LINE.

5463

A. G.,
Gen'l Agent.

Petitioner's Exhibit 276.

5464

Private N
No. 1553

July 30th, 1909.

Holland-America Line,
Rotterdam.

Gentlemen:

5465

We beg to refer to pool letter #4219 issued at Jena, June 18th, 1909, in regard to agents who receive more than 5% commission, and especially to this part of the letter, which promulgates a letter from the French line.

The French Line states it to be their standpoint that only such agents should be entitled to a commission of 7 1/2% who work exclusively for one Company, and that those who work for several Lines should not be entitled to a higher commission than 5%.

5466

In contradiction to this standpoint as specified by the French Line we beg to remark that said Company is represented by the firm of Raymond & Whitcomb in Philadelphia as General Agents for said city, and that the latter firm receives reports from different sub-agents in Philadelphia of tickets sold over the French Line, and on which sub-agents commission is allowed by them.

We believe that the regular General Agents Commission is paid by the French Line to Messrs. Raymond & Whitcomb in Philadelphia, as it is highly improbable that Messrs. Raymond & Whitcomb would do this business for nothing, and would pay out to the sub-agents the regular commission in case they, themselves do not obtain any more.

In addition we beg to say that the firm of Raymond & Whitcomb not only represent the French Line as General Agents, but nearly every other Line, including ours, as sub-agents.

Furthermore, we beg to say that at the time when the first and second cabin Agreements became operative in the past, we had to cancel the firm of Thos. Cook & Son in San Francisco, much to our regret, and only because it was stipulated that Tourist Agents should not receive more than 5% commission, which made the continuation of said firm as General Agents an impossibility.

Respectfully,
HOLLAND-AMERICA LINE.

A. G.,
General Agent.

N

5468

5469

5470

Petitioner's Exhibit 277.

N. No. 1589.

Oct. 8th, 1909.

Holland-America Line,
Rotterdam.

Gentlemen:

5471

We beg to enclose unconfirmed minutes of Meeting #17 of the Mediterranean Conference held October 6th, 1909. The principal matter discussed was the situation in regard to the Greek Lines whose competition is very strongly felt. The result of the measures taken fall far below the expectations as is last shown in the big number of passengers carried by s/s Athene, October 2nd.

5472

Conference has now received an application of membership by the International Greek Lines to the Mediterranean Conference and which application was referred to Mr. Peters in Europe by cable. The motive for this application not being apparent it was deemed advisable to inform Mr. Peters that the United States Government might possibly have instigated this action in order to obtain proof of restraint in trade against the Mediterranean Lines, and that therefore careful consideration would be very desirable. A cable answer was requested.

Amongst further matters the request was made by Mr. Hartfield that the Continental Conference should reconsider their action taken last year in April, namely to remit the fines at that time imposed upon the continental agents, who booked continental passengers via Italy.

We beg to refer in connection with this matter to the minutes of Meeting #154 of the Standing Complaint Committee of the Continental Conference held

on April 17th, 1908, and our letter #1401, Private, of September 18th, 1908. The case in question is that of Mr. M. B. Goldberger, recorded under Minute #1093, and who was fined \$500.00 for violation of rules.

We understand that Mr. Hartfield has paid said fine for Mr. Goldberger, and therefore is very anxious to obtain refund. The violation of rules however committed by this agent is worse than any of which an agent has ever been guilty, and in our opinion should not be reconsidered.

Mr. Solari (Mr. Hartfield's partner), intends to go to Europe next week and has the intention of bringing this matter up in Europe.

5474

Respectfully,
HOLLAND-AMERICA LINE,

A. G.,

N

Gen'l Agent.

We do not quite share the opinion as expressed by the members of Conference present at the meeting with reference to the U. S. Government having instigated this application, nor do we approve of the mentioning of our Line in said cable to Mr. Peters, and same must have been added after the matter had been discussed. We have now instructed Secretary Sandford henceforth to submit for approval contents of cables before same are being sent.

5475

A. G.

5476

Petitioner's Exhibit 278.

N. No. 1605.

Nov. 12th, 1909.

Holland-America Line,
Rotterdam.

Gentlemen:

5477

We beg to inform you that the Eastbound Railroad Agreement with the Western Traffic Association has been completed. We beg to enclose Confidential report of the Special Eastbound Railroad Committee under date of November 10th. This report covers the entire agreement as now existing.

You will please note that the territory between the Missouri River, from Kansas City going north and a line through St. Paul, Minneapolis and Duluth as Western Boundary, and a line between Chicago and St. Louis as the Eastern Boundary, is not as yet covered as far as the paying of commission is concerned. In said territory for business to the Atlantic ports when passing through St. Louis, or Chicago, the steamship Lines will receive the commercial allowance as specified by the Central Passenger Association.

5478

The question now remains to get the Southwestern Passenger Association and the Southern Passenger Association in the agreement, (terminal points Memphis, and New Orleans) which if done, will include then all of the United States.

On the 10th and 11th. inst. the renewal of the Westbound Immigrant Agreement of 1897, and amended 1905 was discussed, as informed you already by our letter of November 5th, \$1600. We are pleased to state that this agreement has been renewed and in general its features are the same as the agreement now existing. A special note was made that due consideration must be given to passengers and purchasers in regard to the routing.

A serious attempt will be made to have this agreement also made to include the Canadian ports, and the port of Portland, Me., which are not included in the present agreement. This matter will be taken up by a Special Committee with the Canadian Pacific, Inter-Colonial and Grand Trunk Railways.

In the amendment of the original agreement a clause was made to the effect that Mr. Peter McDonnell will have the same commissions from the Western Passenger Association which the steamship lines now receive. This clause has been renewed, but in addition it was distinctly stated that Mr. Peter McDonnell cannot pay to any steamship company any more than the agreed commission of 10% with a maximum of \$4.00, nor more than 5% with a maximum of \$2.00 to sub-agents. The steamship Lines promised to bring this matter especially to the attention of the European offices of the Lines and recommend very strongly its adoption for Europe, if this can possibly be done. In case the present agreement could be also adopted and enforced by all the steamship Lines in Europe undoubtedly a great deal of revenue could be derived from it.

5480

Mr. Peter McDonnell has always been a disturbing factor in direct arrangements with the Railroads and in Europe his activity through Ramsden of Liverpool, especially in Switzerland, Italy and some parts of Greece is well known.

5481

We will greatly thank you for informing us if it is known to you that at present Mr. McDonnell is paying in Europe more than 5% to sub-agents, either directly or indirectly.

The question of the issuance of annual passes in behalf of steamship representatives was also made a subject of long discussion. There does exist a wide difference of opinion between the Attorneys of the different railroads as to the right of the issue of passes under the present Interstate Commerce Laws.

5482

Petitioner's Exhibit 278

The matter will be taken up by the Advisory Committee of the Railroads at their next meeting in Chicago, and the question may perhaps be settled by the allowance of a sum to each steamship Company for travelling expenses. (Retroactive.)

As soon as the report of the Railroad Committee, which will very likely be issued shortly, is ready, we will send you a copy giving full particulars.

Respectfully,
HOLLAND-AMERICA LINE,
A. G.,
Gen'l Agent.

5483

5484

Petitioner's Exhibit 279.

5485

N #1641

January 18th, 1910.

Holland-America Line,
Rotterdam.

Gentlemen :

In regard to the Westbound railroad business, first and second class, for which we made arrangements with the Erie Railroad, we are pleased to inform you that there is a tendency of the other Trunk Lines to come in.

We have been informed that the Lackawanna Railroad has already approached one or two lines with the object of making direct arrangements, which, if confirmed will soon be followed by other trunk lines. We also have from good source that the Grand Trunk Railway, which company issues their own orders in Europe, has approached some of the lines abroad in regard to railroad business, and it is very likely in case this has not been done already, that you will also be approached by them in this matter.

5486

Should this be done, we would respectfully suggest that you will refer the Grand Trunk Railway to us here, which is in conformity with the policy advocated by all the steamship lines, and which will show conclusively that the steamship lines in regard to railroad businesses, are acting jointly and as a unit, and in this way strengthen their position considerably.

5487

As you are undoubtedly aware the Westbound first, and mixed class American railroad transportation via the Trunk Lines is pooled, and that an eventual shortage of one of the lines is made up by Immigrant traffic. This condition has existed for years, but in many respects is unsatisfactory to some roads, who have a strong hold on first class business, and see very reluctantly the lucrative Immigrant business go over to their competitors' roads.

5488

Petitioner's Exhibit 279

There are different rumors indicating a break in the near future of the Trunk Lines' relations between themselves, and should this occur, we would not be surprised that a rate-war will be the immediate result.

When such conditions should arise, it is evident that the Lines here must have a free hand to route the business according to these conditions, and having thus far made very satisfactory arrangements, as well Eastbound and Westbound with the different railroads, although all arrangements under contemplation are not completed, the steamship lines here are of the opinion that all arrangements should be made here only, in order not to be handicapped by agreements or contracts which may have been made in Europe, and which might undo part of the work accomplished here.

5489

We will keep you fully informed about the situation.

Respectfully,
HOLLAND-AMERICA LINE,
A. G.,
General Agent

5490

Petitioner's Exhibit 280.

5491

Dict. N.

No. 926.

Nov. 10th, 1905.

Holland-America Line,
Rotterdam.

Gentlemen :

Referring to our letter #8719 of August 18th this year, we beg to enclose copy of the Committee Report about the situation regarding immigrant traffic to the New England States.

This report has been unanimously accepted by the different Lines constituting the three Conferences and the Committee continued with full power to act.

5492

A contract is now being drawn up on the lines as laid down in Mr. Connor's letter and as soon as it is completed a copy of same will be forwarded to you.

Not having any instruction from you, we have since the re-establishment of the Italian rates left our Italian and Oriental rates unchanged.

Regarding Italian rates, the same are too high as compared with those of the other Lines, as to expect any business. However, our rates to the Orient are in most cases lower than those of the other Mediterranean Lines. As you may have noticed all direct Lines to the Mediterranean as also the French Line, quote to the four principal Oriental points, the following fares, in addition to their Naples rate :

5493

Piraeus	\$ 7.00
Alexandria	10.00
Jaffa	12.00
Beyruth	13.00

If we are to follow this example, our throughout rates to said points will be

5494

Petitioner's Exhibit 280

Piraeus	\$42.00
Alexandria	45.00
Jaffa	47.00
Beyrouth	48.00

instead of respectively, \$37.00, \$41.00, \$43.00, and \$43.00, as they are now.

Thus far we have not particularly pushed this business on account of the small margin of profit, as compared with our other rates to Continental points and do not intend doing so unless we receive your instructions on this point.

5495 We will thank you for considering this matter and inform us at your earliest convenience.

Yours respectfully,

HOLLAND-AMERICA LINE

T. W. M.

Gen'l Agent.

Memo: We enclose herewith clipping from the Washington Evening Star of Nov. 9th, which will undoubtedly be perused by you with interest.

5496

Petitioner's Exhibit 281.

5497

Dict. N: Private.

No. 932.

Dec. 5th, 1905.

Holland-America Line,
Rotterdam.

Gentlemen :

We beg to confirm our cable of this afternoon,
"REGENWATER ROKKENBOUT ZAGAGLIA
OFF ANTWERP."

No explanation was given regarding this unexpected
reduction. 5498

At the same time we hear from our agents on the
East side that this reduction will greatly interfere
with the prepaid bookings for the Continental Lines.

We beg to enclose herewith slip of the Cunard Line
announcing this reduction, which, although issued on
Dec. 1st, was not promulgated as is the custom among
the different Lines, and which slip was not received
by us until today.

Yours respectfully,

HOLLAND-AMERICA LINE

T. W. M.

Gen'l Agent

5499

Petitioner's Exhibit 282.

5500

Dict. N. Private.

No. 940.

Dec. 14th, 1905.

Holland-America Line,
Rotterdam.

Gentlemen:

Referring to your Private #652, we beg to return herewith letter from the Esperia Insurance Co., of Naples; it's contents was perused by us with great interest.

5501

In reply to your #656 and 658, we have received Dr. Rictema certificate, legalized by the American consul at Rotterdam, regarding detention of third class passengers for five days and note that for the present we may expect similar certificates by the purser of each subsequent steamer. We will advise you at once as soon as the present instructions regarding detention of third class passengers, are either amended or withdrawn.

We received your favor, Private #659 of Nov. 2th and complying with your request will, in future substitute "Third class" for "steerage" in all tickets and general advertising matter referring to this class.

5502

Referring to your Private #660 of Dec. 1st, the three pictures ordered in your #685 of Sept. 25th have been forwarded per steamer "STATENDAM" the 6th inst. The two other pictures ordered in your #635 will go forward at an early date. As Mr. Pansing is employed by the American Litho. Company, he has not as much time at his disposal as formerly, which may explain the delay in the execution of orders.

Petitioner's Exhibit 282

5503

In reply to your #661 of Dec. 1st, we beg to inform you that the Cunard Line, without any reason, declined to enter into any Cabin Baggage Agreement, either Eastbound or Westbound. In consequence Mr. Wright will not bind himself for the I. M. M. Co. lines in this respect and the entire matter is therefore left in abeyance for the present.

We greatly regret this outcome, as it means a considerable loss of revenue for all the Lines. It is our opinion that the measure, if uniformly adopted, could be easily enforced. The results of Hapag and Lloyd W. B. have been very satisfactory.

5504

The Mediterranean Conference is holding nearly daily meetings in order to come to an Agreement in regard to East and Westbound rates for 1906, but we presume that several other meetings will have to be held, before a satisfactory understanding will be reached.

We enclose herewith Minutes of the three last meetings of Dec. 7, 11th and 14th, #14, 15 and 16.

Yours respectfully,

HOLLAND-AMERICA LINE,

T. W. M.

Gen'l Agt.

5505

5506

Petitioner's Exhibit 283.

New York, December 27th, 1905.

Mr. H. Peters,
Jena, Germany.

Dear Sir:

5507

Replying to your esteemed favor of December 5th, 1905, addressed to the Holland-America Line, this city, the Committee appointed here under Agreement L, in accordance with your request, has carefully examined the Italian tickets and stubs, referring to S. S. "PHILADELPHIA" Dec. 3rd, 1904, and S. S. "ST. LOUIS" Dec. 31st, 1904.

The Committee finds that a few differences occur with the statement submitted by you, namely,

Stub 25602, one adult to Naples, S. S. "PHILADELPHIA" Dec. 3rd, is missing—on the American Line statement of said steamer it is recorded as one adult to Naples—net amount received \$15.00.

Ticket numbers 4030, 4031, 4032 and 4033 in your statement, are apparently incorrect and must be 25640, 25641, 25642 and 25643 respectively, as said stubs correspond with the first ones in regard to the number of passengers, destination and amount received.

There have been no advance bookings in August for the two steamers referred to.

5508

Seventy passengers recorded on your statement (the missing stub was left out) have been transferred from the White Star Line, all of said passengers having originally been booked for steamer "REPUBLIC" sailing Dec. 1st.

The three passengers for S. S. "ST. LOUIS" Dec. 31st, were reported, #24449, one adult to Turin, by the San Francisco office, #24451 and 24978, each one adult to Milan, by New York agents.

We beg to enclose statement made up from the stubs in the American Line office, at the same time return the statement submitted by you.

The American Line here is very emphatic in its assertion that they never claimed said passengers having been booked in or prior to August, 1904.

Their rates were reduced on December 23rd (postal card announcing said reduction enclosed) and as on said Notice the commission to agents was not mentioned, this notice was substituted by a small circular issued January 4th (copy enclosed) mentioning the amount of commission as \$3.00.

In regard to advance bookings at higher rates than those in effect at the date of sailing, we beg to enclose statement for the sailing of steamer "St. Louis" Dec. 31st and of S. S. "PHILADELPHIA" Jan. 7th.

5510

We trust the above information is all that you require; in case any additional particulars should be desired, we will be pleased to take the matter up further.

Respectfully,

THE COMMITTEE.

E. Leonard.

A. C. H. Nyland.
Herman Winter.

5511

Petitioner's Exhibit 284.

5512

Dictated N.
D. Private.

Feb. 9th, 1906.

Holland-America Line,
Rotterdam, Holland.

Gentlemen:

We have followed with considerable interest the different discussions in Europe, at pool meetings, resulting finally in a renewal of the existing agreements.

5513

One of the most annoying features (leaving, for the present our low percentage out of the question) is the excessive percentage of H. A. P. A. G., which company with their present fleet and services, will have some difficulty to earn the same by carrying the required numbers, except by unusually low rates.

We refer especially to the eastbound third class rate for steamer Amerika. No steamer has received a wider advertisement, and we believe that the third class rates should be at least \$37, instead of \$33, which is practically a differential of two dollars on our and Red Star's rate.

5514

However, as the matter stands now, we do not think that much can be accomplished by complaining about this state of affairs. Coming back to our own low percentage, it may be worth while considering the advisability of quoting a higher eastbound third class rate for our new twin screw steamer New Amsterdam, viz., the rate of \$35, leaving the rate for the other steamers at \$33.

Our new twin screw steamer is superior to the others, and will have the benefit, more than any other steamer of our fleet, of wide advertising.

The present indications are that we will have no difficulty in carrying sufficient third class eastbound passengers to come up to our percentage. In fact,

Petitioner's Exhibit 284

5515

we believe that before long we will have a constant plus.

H. A. P. A. G. could then be induced, at the same time, to advance their rates for steamer Amerika, which would facilitate our bookings at \$35 rates, for our steamer.

As long as we cannot obtain a higher percentage, without endangering the existing agreements we might try to carry our number at as high a rate as possible.

We will thank you for considering this matter, and informing us at your earliest convenience.

Yours respectfully,

HOLLAND-AMERICA LINE

5516

Gen'l Agent.

N.

5517

Petitioner's Exhibit 285.

5518

Dictated N.
No. 961.

Feb. 16th, 1906.

Holland-America Line,
Rotterdam, Holland.

Gentlemen :

5519

We beg to enclose copy of a letter from the Congressional Information Bureau, regarding Senator Dillingham's bill, which undoubtedly will be perused by you with interest. We also enclose a copy of said bill. We are not yet in receipt of a copy of the Penrose bill, referred to in our #959. We also enclose copy of a report by the Secretary of State, relating to the case of Special Immigrant Inspector Markus Braun, comment on which is undoubtedly superfluous.

We beg to enclose a memo of the Metropolitan Conference, containing copy of a letter sent by the White Star Line, Mediterranean service, to the effect that they do not wish to be bound by the tacit cabin agreements, regarding Mediterranean business.

5520

We greatly regret to notice the standpoint which the White Star Line takes in this matter, which bad example will undoubtedly be followed by the Hamburg-American Line, and the North German Lloyd, Mediterranean services.

It goes without saying that any favor shown by the Mediterranean services of said lines will also go to the benefit of their other services to Northern Europe. We would respectfully suggest that you bring this matter up before the different lines, parties to the agreements, in Europe.

Referring to our private #956, of Feb. 8th, we now beg to inform you that the United States have taken action and served summons in complaints against the

French Line, the Hamburg-American Line and our Line. The said complaints refer to cases of deported immigrants, affected by the two and three year clauses, sections 20 and 21 of the Immigration Act of March, 1903. Our cases have been referred to counsel (Messrs. Choate & Beers).

Yours respectfully,

HOLLAND-AMERICA LINE

A. G.

Gen'l Agent.

N. This is for joint account of all lines.

5522

5523

5524

Petitioner's Exhibit 286.

Private N. 1000

May 25th, 1906.

Holland-America Line,
Rotterdam, Holland.

Gentlemen:

Different meetings are being held by the Mediterranean Lines in order to come to a eastbound agreement, and endless discussions have been going on, without any definite result thus far.

5525

At a meeting held yesterday, a schedule of rates was placed before the Lines, as per enclosed copy, named Schedule "R," in which the rates on the American and French Lines, are both put down as \$35.00. Both Lines express themselves as agreeable to said rates, provided the steamship Lines, parties to Agreement L, would hold them harmless for any consequence as in accordance with article 5 of agreement L, both Transat. and American Line agree to quote to Italian and Oriental points, the same rates and to pay the same commissions as are being quoted and being paid by the North German Lloyd, for their direct twin-screw steamers, or by Hapag for its direct fast twin-screw steamers. The North German Lloyd was agreeable to this, as was also HAPAG.

5526

We told the gentlemen that this matter must be submitted to you. Although Schedule R has not been accepted, and undoubtedly many others will follow, and this matter may perhaps not come up at all, any more, we will thank you for giving us your definite instructions as to what stand to take in this matter.

The Lloyd rate was made \$34.50.

Respectfully yours,

HOLLAND-AMERICA LINE,

A. G.,

General Agent.

Petitioner's Exhibit 287.

5527

N

No. 1028.

Sept. 7, 1906.

PRIVATE.

Holland-America Line,
Rotterdam.

Gentlemen :

We received your favor, private 756, of August 21st, contents of which had our best attention. We fully believe with you that the steamship Companies could follow up with good results their different cases in which unauthorized persons sell orders on Europe. 5528

However, it remains a question whether this course is advisable. Similar matters, if brought before a court, may easily lead to further investigation of the present methods employed by the steamship companies, which, in many respects would cause unsatisfactory results. The course followed by the steamship companies in their different meetings to maintain control of the agents under their supervision is in many ways very arbitrary, and although from the steamship companies standpoint justifiable may be condemned if brought before an investigation committee.

For this reason, we think it is very desirable to proceed slowly. However, in one of the next meetings, we will have this matter brought up and fully discussed, informing you of the result. 5529

Mess. Zotti & Co. :

Apparently this company is in very bad shape. The steamer Brooklyn has been sold, and Mr. Zotti now is anxious to become a regular appointed agent of the Conferences. He always has been a disturbing element in the business, and the best solution of this question

5580

Petitioner's Exhibit 287

is undoubtedly to have him under control which will be the case, if he accepts Conference rules and regulations. However, there is in our opinion, one feature, which prevents us from acting on this matter, namely, Mr. Zotti's relation to the French Line. In the different pool letters, we have noticed the very bitter tone of Mr. Tattet against Mr. Zotti. As long as the French line is working in harmony with the different pool lines, we do not consider it fair towards said line, to support a man who is antagonistic, and is trying to fight the French Line, wherever he can.

5531

It is possible that this matter will be taken up in Europe, and we would like to hear your opinion before proceeding. So far, the North German Lloyd, the Cunard, and the I. M. M. have endorsed Mr. Zotti's application, and will undoubtedly give him ticket books.

It should not be overlooked that special consideration is, in our opinion, not justified in regard to the French Line, as they are actually the cause of Mr. Zotti's position today; they have more than protected him when he was unknown, and have enabled him, by giving him a contract a few years ago, in defiance of the Conference, to have sub-agents, and sell tickets from three to five dollars cheaper than any one else.

5532

Respectfully yours,

HOLLAND-AMERICA LINE

A. G.

General Agent.

As long as Mr. Z. is endorsed by nearly all the lines we certainly would be at a disadvantage if we refused him our agency.

Petitioner's Exhibit 288.

5533

S
PRIVATE.
N.

October 5, 1906.

No. 1034

Holland-America Line,
Rotterdam.

Gentlemen:

Steamer Potsdam, arrived here last Monday, and we were pleased to note on the manifests, your careful compliance with the request made by the Commissioner of Immigration to fill out the different answers required by the Naturalization Act. The first and second cabin manifests were also in good order, the purser having measured the different passengers in regard to whom the questions had not been answered before the sailing of the ship. No verification of first and second cabin passengers was made in regard to this matter and they were permitted to leave the steamer on arrival, without being inconvenienced in any way.

5534

In the third class, however, all the different questions which had been filled out by you were verified, the passengers being measured over again, and eventual differences added to the manifests as is also the case with other differences.

5535

We were informed that the authorities were well pleased with the pains that had been taken in furnishing the desired information.

After a few weeks of existence, the Mediterranean Conference is again in such bad shape that any moment, we may expect the information that it will be broken up again, on account of the east-bound agreement, not being satisfactory to the Lloyd Italiano.

Petitioner's Exhibit 288

5536

Mess. C. B. Richard & Co., having given notice that on account of the unsatisfactory number of passengers on steamer Louisiana, which left New York on the 26th Ult., they wished a reduction in their rate from \$33.00 to \$31.00.

5537

All Lines, members of the Mediterranean Conference, were very much incensed against Mess. C. B. Richard & Co., and a kind of indignation meeting was held, yesterday afternoon, in which in the strongest terms, the Lines expressed their bitterness and dissatisfaction with the unjustifiable action of C. B. Richard & Co. We beg to enclose copy of resolution passed at said meeting by the Majority.

The outcome of said meeting was that all Lines should cable the situation to their Home Office, Mess. Richard & Co. reluctantly agreeing to do so. In case no solution of the present difficulty is found before tomorrow, all Lines will be at liberty on the 6th inst., to quote whatever rate they wish, east-bound.

In case this should occur, it will in our opinion be very difficult to get the Lines together again for any length of time.

Respectfully yours,

A. G.

5538

It seems that Mr. Richard is trying to use the above as a pretext to definitely withdraw from the conference, which body on account of clause G he is now fighting in his capacity as agent for the Volunteer Line.

A. G.

Petitioner's Exhibit 289.

5539

N. No. 1060.

November 23rd, 1906.

Holland-America Line,
Rotterdam, Holland.

Gentleman:

Steamer "Smolensk," will leave next Tuesday the 27th inst., for Rotterdam, with a third class rate of \$30.00 gross, commission regular \$2.00, and extra varying from \$1.00 to \$3.00.

This steamer will undoubtedly have a considerable number of passengers, as at present the only competitive ship is our steamer New Amsterdam, sailing the next morning. 5540

Steamer Main of the North German Lloyd, would have sailed also on the 27th inst., if it had not been for an accident, which befell her when arriving yesterday, and of which enclosed please find description, as given in the New York Herald this morning.

We have considered sending you a cable, stating these facts but in view of the circumstances, the time for next Wednesday is too short, to expect any practical result by a reduction in our east-bound rate.

As there is no Red Star ship next Wednesday, and no Hamburg steamer on Thursday, we expect notwithstanding the Volunteer Line's low rate, a considerable number of third class east-bound passengers for our sailing of November 28th. 5541

Yours respectfully,

HOLLAND AMERICA LINE

O. D.

Act. Gen'l Agent.

N.

5542

Petitioner's Exhibit 290.

H

MEMO

First Cabin Agreement Dated Liverpool, March, 1902.

The lines party thereto interpret that part of Article 12, referring to commission on round trip tickets as follows:

In arriving at the proper amount of commission the outward and return portions are to be considered separate transactions:

5543	Example Outward portion, \$100.00	Commission \$5.00
	Return portion, 54.00	4.00
		<hr/>
	Total,	\$9.00

OR

The outward and return portions are to be considered as one transaction and the commission of 5% is to be calculated on the entire round trip rate:

Example	Outward portion,	\$100.00
	Return portion	54.00
		<hr/>
	Total,	\$154.00

5544 Commission at 5%, \$7.70, but commission increased to \$8.00 the minimum provided in Article 12.

* * * * *

The Lines seem to desire to have a uniform understanding, and they are accordingly asked to endorse hereon which of the above interpretations they prefer, with, in this case, in order to reach some settlement, the understanding that the majority vote shall rule. If any one objects to majority rule, the matter will have to take the usual course, *i. e.*, require unanimous action.

(Signed) L. SANDFORD.

Petitioner's Exhibit 291.

5545

Private N

No. 1064

December 7th, 1906.

Holland-America Line,
Rotterdam.

Gentlemen:

Principally through the non-departure of steamer "Kaiser Wilhelm der Grosse" on Tuesday, steamer "Vaderland" of the Red Star Line had about six hundred passengers more than she could carry. Of this 600, 150 were transferred to steamer "Trave" and 53 to our company, while about 200 were transferred to the steamer "Oceanic" of the White Star Line, and 100 to steamer "Arabic" Boston service, who were sent to Boston on Wednesday night, by Fall River Line. Between 75 and 100 will be transferred to steamer "St. Paul" tomorrow.

5546

Now it is evident that this business transferred to English Lines all being Continental, is lost to the Pool, and that the Red Star Line will undoubtedly claim not being able to take care of the passengers in any other way than they did, the "Trave" being full, and we not being able to take more than the number as stated above. However, as long as the American Line may take 75 or 100, it would, in our opinion, have been better to have the same transferred to steamer "Pretoria" of the Hamburg Line, which sails on the same day. We have the above information from a very good source, viz., our agent, Mr. Henry Schinitzer, who is president of the Passenger Transfer Co., to whose care, nearly all of the passengers were sent, and who has to deliver them to the different docks.

5547

We would request you not to give any publicity to the above, as the communication was made to us in

5548

Petitioner's Exhibit 291

a strongly confidential manner, and as it would place, not only Mr. Schnitzer, but also ourselves, in a very embarrassing position, in case it became known that we were the originators of this report.

Respectfully yours,

HOLLAND-AMERICA LINE.

V. D.

Asst. General Agent.

N

5549

5550

Petitioner's Exhibit 292.

5551

N

No. 1093

Feb. 11th, 1907.

Holland-America Line,
Rotterdam, Holland.

Gentlemen:

The recent changes in the eastbound third class rates have clearly illustrated how easily a rate war may be precipitated under present conditions.

Although the British Continental Agreement of 1898 is lived up to by all the Lines, there is apparently a misunderstanding regarding clause 8 of this agreement. The British Lines, or rather the Cunard Line, takes it for granted that clause 8 of said agreement gives the right to the fast steamers of this Line to quote the highest rate of either Hapag to Hamburg, or Lloyd to Bremen, which is actually in existence at the time when the change in rate is made. In other words, when on January 22nd, the reduction was made by Hapag to \$30.00, the Cunard Line wanted this same rate for Hamburg to apply for their steamers, Lucania, Campania, etc., as this \$30.00 rate was the highest in actual existence for Hapag. 5552

Steamer Deutschland for which an outward rate of \$39.00 is quoted has been temporarily withdrawn from the Hamburg service, and will not enter this service again until March 16th. For all the other ships, the \$30.00 rate was available. 5553

Mr. Vernon H. Brown, after long discussions, was finally persuaded, in case the Continental Lines would all advance to \$33.00 eastbound, to leave his outward rate unchanged (except for steamer Umbria, sailing on February 2nd, but for which departure, he agreed not to issue any official circular).

5554

It may easily be seen how the reduction to \$30.00 for all of the New York steamers of the Cunard Line would have created a disturbance among the other of the British Lines, which would not have been settled easily.

However, as long as the Cunard's conception of clause 8 does exist, the recurrence of similar controversies is always apt to come up, and in our opinion, makes a change in clause 8 very desirable.

5555

Although we understand the difficulties in changing this clause so as to satisfy all the members of the Pool Agreement, we believe that it can more easily be accomplished on this side of the water than in Europe. In many respects, the Lines here can judge better about the questions covering eastbound traffic than in Europe. In the second place, the Lines are able to meet here nearly at any time on very short notice to discuss the situation while in Europe it is frequently very difficult to hold meetings, and nearly impossible to come to a satisfactory solution of similar questions by correspondence.

5556

In view of the above, we would respectfully recommend that the Pool Lines adopt a resolution by which the settlement of eastbound rates be left in future to the New York representatives of the lines, who before coming to a final settlement, can always submit propositions by cable to their respective Home Offices as is done by the Mediterranean Lines.

We understand from the other lines that they will make the same recommendations to their European offices.

Respectfully yours,
HOLLAND-AMERICA LINE
A. G.,
General Agent.

Petitioner's Exhibit 293.

5557

N

No. 1104

March 8th, 1907.

Holland-America Line,
Rotterdam.

Gentlemen :

Referring to our private 1101, of the 4th inst., we now beg to inform you that all the Lines interested in the Mediterranean business are in favor of a separate collection of the \$4.00 head-tax in addition to the ocean fare, except the Navagazione, La Veloce and the Lloyd Italiano, who prefer to have an advance made in the prepaid and cash rates.

5558

The British Lines received a cable today to the effect that they also propose an advance in rates for British and Scandinavian business, rather than a separate collection of the head-tax.

The representatives of the Lines here, however are opposed to this, and believe that the question has not fully been considered at this week's meeting in Liverpool.

We ourselves are strongly in favor of a separate collection for the following reasons :

1st: The legislators in Washington wish a discrimination made between and in favor of American citizens and aliens, and several of them have expressed themselves in favor of proposing a further advance in the head-tax in case the same should be included in a rate.

5559

2nd. In case of a rate war all lines would lose an enormous amount of money in case said head-tax should be included in the rate.

3rd. Supposing an advance should be made of \$4.00 in rates, it would still mean a loss of \$2.00 on every child and infant.

Petitioner's Exhibit 293

5560

We will admit that the collection of a separate \$4.00 for each alien passenger would cause considerable extra work, but, in our opinion, there is no serious objection to the adoption of this system.

We believe that if the matter is presented with all particulars to the British Lines, they will join the other Lines in the separate collection.

Of the Canadian Lines, information has been received that they are agreeable to the collection separately of \$4.00 head-tax for every alien passenger with destination in the United States.

5561

So far no news has been received from any of the Continental Lines, but we presume that the matter has been taken up; and that we will receive your instructions as soon as an agreement has been reached.

The New Immigration Act has been fully discussed by the Special Committee appointed by the Lines, and a report will be issued either today or tomorrow, giving full particulars.

We will forward same to you immediately upon its receipt.

Respectfully yours,
HOLLAND-AMERICA LINE.
A. G.,
General Agent.

5562

Petitioner's Exhibit 294.

5563

No. 1196.

Private, N.

Sept. 20th, 1907.

Holland-America Line,
Rotterdam.

Gentlemen :

In our letter, private 1192, of September 13th, we called your attention to the eastbound third class situation. We now wish to do the same regarding the prepaid business, which on account of the two Russian Lines is in a most unsatisfactory condition.

5564

As after the Jewish holidays, the prepaid business usually is increasing, the complaints about lack of protection, especially from the eastside New York City agents, are growing in number. Said agents not only cannot do any steamship business, but their banking and money order business suffers to such an extent that they are well nigh desperate.

The North German Lloyd prepaid rate of \$27.50 does not assist them. In the first place, this rate is off Bremen, and the Russian Volunteer Line has the same rate off Libau; further, the Lloyd never having catered for the Russian trade, is practically unknown on the east side for prepaid business, and even if they should be able to forward passengers from Libau via Bremen at the same figure it would remain difficult for them to obtain the business against the direct services of the Russian Lines.

5565

The Committee appointed under Minute 1032, New York Complaint Committee Meeting 148, has investigated the conditions on the east side in New York, and found the situation to be very serious. The port of Libau has grown so much in popularity that today it is more in demand than any other port in Europe for Russian prepaids. The protection afforded

Petitioner's Exhibit 294

5566

by the Russian Government to the Russian Lines, the low rates and good service, the peculiar position of the Cunard Line, which has practically promised immunity to some agents, who should be willing to book for the Volunteer Line, are all factors which if disregarded, would cause the most dangerous consequences.

5567

All over the east side, new agents have been appointed by the Russian Lines; not being bound by Conference rules, they sell prepaids and outward for both Lines at any price between the official rate and the net rate, which is about three or four dollars lower. Agents like Kass, Kobre, Polowe, Mogilewsky & Werner, Markel Bros., Oppenheim, Barash and Kohan beg for protection. They see their business decrease day after day; their expenses are not covered any more by their earnings, and although in our opinion, they have thus far been loyal to the Pool Lines and have not sold for the Russian Lines directly or indirectly, our control may be lost under the continuation of the present conditions.

5568

By one of the prominent agents, it was intimated that in case he had the agency of the two Russian Lines and in addition the Cunard Line, who, as stated above, would not cancel his agency for his bookings for the Russian Lines, he would be far better off than at present.

Although none of the other agents expressed himself clearly on this point, we believe that all of them hold the same opinion, but have not the courage to say so.

Something must be done, and this the sooner the better.

The solution of the problem may be found in the three following points, which we beg you to consider:

1st: The admission of the two Russian Lines to Pool and Conference;

2nd: Permission to be given to the principal east side agents to book for the Russian Lines under certain conditions;

3rd: Competitive rates for Russian business off Libau.

At a meeting held yesterday, said points were fully discussed but no definite result obtained.

In regard to the first point, we learn from the Lloyd here that the Russian Lines place themselves in such an independent standpoint and make such demands that this cannot possibly be considered.

In regard to the second point, it was suggested that ten or twelve of the prominent east side agents should become agents of the Russian Lines, under condition that C. B. Richard & Co. take away their tickets from the outside agents now created by them, if not all, at least a great number would then be cancelled. These agents would be allowed if it was not possible to book passengers for any of the Pool Lines, to book for the Russian Lines at net rates, thus depriving the remaining outside agents of any revenue which they would otherwise make. The books of such agents would always be open for inspection by the Pool Lines, and whenever demand was upon them, they would return the agencies of the Russian Lines.

5470

5571

The Lloyd advocated this measure. We, however, are not in favor of it for obvious reasons; first, the principle of admitting to agents our weakness in this fight is entirely wrong; second we place ourselves entirely at the mercy of the east side agents. It is evident that where they cannot sell for the Pool Lines at their present rates, they cannot do much better for them if they obtained the privilege of selling for the Russian Lines. Thirdly, it is very difficult, not to say impossible, to refuse other agents, as well in New York as outside (who learn of this concession

Petitioner's Exhibit 294

5572

made to a few) the same privilege. How can we, under the circumstances, punish agents outside of the selected few for selling Russian Volunteer tickets, if we allow this to others in New York.

5573

The third point is undoubtedly costly, but in our opinion, the only solution at present. It is not necessary to quote for all our prepaid business a low rate, but this should be done for Russian business booked off Libau. The transportation from Libau to either Hamburg, Bremen, Rotterdam or Antwerp to be either by rail or by steamer. It would be sufficient that one or two Lines in this respect be made the fighting Line, and we would suggest that Rotterdam or Antwerp, or both, on account of their great popularity, be selected. The Pool Lines jointly should pay for the expenses thus incurred.

We respectfully beg you to consider the above carefully, and if an agreement can be reached by you, to inform us by cable as to what means should be adopted.

Respectfully,
HOLLAND-AMERICA LINE,
VAN DOON,
Act. Gen'l. Agent.

5574

Petitioner's Exhibit 295.

5575

Private N

No. 1228

Oct. 28th, 1907.

Holland-America Line,
Rotterdam.

Gentlemen:

We are in receipt of your cable "UREMO NAV-RAGEN WE ROERLOOS DISADVISE PERMIT AGENTS BOOK RUSSIAN LINES," from which we note that you and Hapag are opposed to granting to some agents the privilege to book for the Russian Lines.

5576

We had hoped that by our cable of the 24th inst., the seriousness of the present situation would have become so apparent that the Pool lines would have been able to agree to a proposition of some kind, which to some extent, would have brought relief to our Russian agents.

The lines directly affected are we ourselves, Hapag and Red Star Line; Lloyd never having catered for Russian business can better than any other Line afford to continue in an indifferent attitude.

We have little doubt that very soon a break will occur in the ranks of our east side agents, and we are convinced that this will be followed by a general demoralization which it will be impossible to prevent.

5577

We do not know how the outlook is for a renewal in December of the existing Pool contracts (but believe the same to be rather gloomy). If a continuation is very doubtful, we would suggest that our Company make a competitive rate at once for Russian prepaid business only.

Even if the Pool contracts should be renewed there will be a few prepaids only able to leave Rotterdam during the present pool year, the month of December

5578

Petitioner's Exhibit 295

only having two departures of passenger steamers from your side, and with the beginning of the new year we need not be afraid of too large numbers.

Our percentage of Russian business is so large that we, least, of all, can afford to lose our hold on this business. Moreover, we believe that under the present circumstances all lines interested in Russian business will reduce their Russian prepaid rates on the 15th of November, under the clause of the contract.

Respectfully,

HOLLAND-AMERICA LINE.

A. G.,

General Agent.

5579

N

We enclose copy of a communication from the Congressional Information Bureau under date of October 25th.

5580

Petitioner's Exhibit 296.

5581

N. Private.

No. 1237.

Nov. 15, 1907.

Holland-America Line,
Rotterdam.

Gentlemen:

Our present 11 Cabin Outw. rate being \$37.00, and the 11 Cabin rate for Hapag and Red Star being fixed at \$35.00 we are placed in a very unfavorable position for 2nd cabin business; especially since the Red Star Line during the winter season has again changed her sailing day to Wednesday.

5582

On account of the enormous rush of 3rd class eastbound passengers during the past two weeks, we have little doubt but that our plus in the Steerage Pool eastbound will before long be entirely annihilated, as the present differentials make it impossible for us to obtain business.

During the present week the Pool Lines have carried over 7500 3rd class passengers, of which number we had only 126; and the outlook is very dark as far as numbers are concerned for the subsequent sailings even for our Christmas steamers "New Amsterdam" and "Statendam."

We therefore suggest that our 3rd class E. B. rates be reduced to \$25.00, which will enable us to quote a \$35.00 E. B. 2nd cabin rate. The then remaining differential in 3rd class will be large enough, even by increasing our bookings slightly, to prevent excessive numbers, 3rd class being carried by us, and we would then be placed in a position to quote competitive 2nd cabin rates with Hapag and Red Star.

5583

In consequence of the above we cabled you today "RAAGBOL ZALFARICHE ENABLING RAAD-SZAAK ZAGREUS EASTBOUND POOL LINES THIS WEEK 7500 PROBABLY ANNIHILATING OUR PLUS SHORTLY BESIDES REMAIN.

5584

Petitioner's Exhibit 297

ING DIFFERENTIAL LITTLE DANGER OF
EXCESSIVE NUMBERS," which we herewith beg
to confirm.

Respectfully,
HOLLAND-AMERICAN LINE.

A. G.,
Gen'l Agent.

N

Petitioner's Exhibit 297.

Dec. 20, 1907.

5585

N Private
No. 1270.

Holland-America Line,
Rotterdam.

Gentlemen :

We will greatly thank you for informing us if
your views about the Mediterranean and Oriental
business have remain unchanged.

The reason for our asking this questiton is that
we have received application of a Greek firm in this
city (Rompape & Co.) who may be able to do quite
some Greek and Syrian business for us if we should
wish to appoint them.

5586

In case Agreement L is continued, and even if the
Pool contracts are renewed under the old conditions,
it would undoubtedly not pay us to cater for this busi-
ness, as with the high compensation rate, there would
be hardly any margin for profit left.

We will thank you to inform us about this at your
earliest convenience.

Respectfully,
HOLLAND-AMERICA LINE,

A. G.,
Gen'l. Agent.

N

Petitioner's Exhibit 298.

5587

N. Private
No. 1314.

Mar. 25, 1908.

Holland-America Line,
Rotterdam.

Gentlemen:

Mr. Gustave H. Schwab of the North German Lloyd, called on us yesterday, and informed us that the outward 3rd class rate of \$26.00 for their regular steamers has been advanced, in accordance with cable instructions from their Home Office to \$27.00. At the same time, he was instructed by his Home Office to compete with the Russian E. Asiatic Line and the Russian Volunteer Fleet, by quoting on the same or nearby sailing dates of such lines, the same rate as the two Russian lines do, for his steamers.

5588

He wished to know if our Company was also inclined to quote competing rates for the steamers which left on the same dates as those of the Russian Lines, and asked us to send a cable regarding this matter. The Hamburg Line has received instructions to make a competitive rate for their regular steamer leaving on April 11th, on account of the sailing of s/s "Volturno" of the N. Y. and Continental Line. The Red Star Line, was without instructions whatever, and we in consequence cabled you last night, "SNIPPER-BAK ROEPVOGEL VERZAKING MEET COMPETITION RONDSTUNEN RONDVOREN SAME OR NEARBY SAILING DATES ROER-LOOS VERZAKING MEET RATES VOLTURNO NADDRUKSEL SNIPVISCH."

5589

We are pleased to note that at last steps are being taken to meet the Russian and New York and Continental Lines' competition. We do not think it necessary that all the Lines for all of their steamers re-

duce their rates, and that it is sufficient for the present at least, for one or two of the Pool Lines meeting the rate on the same or nearby date of said Lines' sailings.

The arrangements as explained by Mr. Schwab will be as follows:

The rate on s/s "Estonia" April first to be met by s/s "Rhein" Ap. 2.

The rate on s/s Petersburg, April 8th, to be met by Ziethen Ap. 9.

5591 The rate on s/s Volturno Ap. 11 to be met by Pretoria Apr. 11th.

The rate on s/s Korea Apr. 15 to be met by Seidlitz April 16th.

The rate on s/s Kherson Apr. 22 to be met by Barbarosa April 23.

The rate on s/s Birrma Apr. 29 to be met by Luetzow Apr. 30th.

We enclose circulars of the Russian East Asiatic and the Russian Volunteer Fleet, indicating the sailings as given above. Please note that the Russian Volunteer Line, between April 22nd and June 3rd, has no sailing from New York. The Russian East Asiatic Co., apparently keeps up her regular schedule.

5592 Although our Company having better steamers, sailings on same dates, and same destinations, would make a more effective fight than the North German Lloyd against the two Russian Lines, we hope that the measures as taken will be sufficient. Already our plus eastbound with a nearly fortnightly service, thus far is increasing, and we would never suggest that our Line take a hand in this fight by reducing rates unless the Pool Lines compensate us amply.

Perhaps the suggestion may be considered by you that the Pool Lines (English lines included) through Mr. Peters, designate the competing eastbound

Petitioner's Exhibit 298

5593

steamer. At the same time the reduction should not be announced too long beforehand, as the bulk of a steamer's eastbound business is booked within ten days prior to sailing, and an announcement of a low rate may cause a steamer to be overbooked at a moment when its effect should be most needed.

Respectfully,

HOLLAND-AMERICA LINE,

V. D.,

Act. Gen'l. Agent.

P. S. We just received your cable of today
"UREMICO NACHTWERK ROEPVOGEL ROE-
RLOOS REDUCED BY MUTUAL AGREEMENT
BECAUSE WAPENHELD WASHLYST WE
SHALL NOT FOLLOW AT PRESENT."

5594

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5595

Petitioner's Exhibit 299.

5596

Vds

No. 1320.

Apr. 3, 1908.

Holland-America Line,
Rotterdam.

Gentlemen:

We herewith beg to confirm our yesterday's cable reading "ROBYNZUUR DISCONTINUED ON ACCOUNT UNACCEPTABLE EASTBOUND RATE PROPOSITION ITALIAN LINES."

5597

After a series of unsuccessful attempts, extending over several meetings, to agree on a schedule of Mediterranean E. B. rates, the Mediterranean Conference, during its yesterday's meeting came to an abrupt ending, following a proposal from the "Italian Lines" (Navigazione Generale Italiana, La Veloce, and L'Italia) represented by Hartfield Solari & Co. This proposition in substance proposed a reduction for the above named "Italian Lines" and at the same time an advance in the eastbound rates of nearly all the other Mediterranean Lines, with the ultimatum that in case of non-acceptance, the aforesaid "Italian Lines" would withdraw from the Conference.

5598

Inasmuch as the proposition was not acceptable to the majority of the Mediterranean Lines, the result was the dissolution of the Mediterranean Conference, which was immediately followed by the Italian Lines announcing an eastbound 3rd class rate of \$12.00, the Austro-Americana similarly reducing their rate, while the North German Lloyd reduced to \$15.00.

The probability now arises that some agents will make use of the low Italian eastbound rate, and will try to book continental passengers at this low rate by way of Milan. However, in order to check any

Petitioner's Exhibit 299

5599

attempt in this direction, the Continental Lines have at once issued a circular, cautioning agents that it will be a violation of Conference instructions to book 3rd class passengers destined to continental points by way of Genoa or Naples, and that only *bona fide* Italian or Oriental passengers may be booked to or via Italian ports.

We beg to enclose copy of this circular (issue of May, 1905) herewith.

Respectfully,
HOLLAND-AMERICA LINE,

A. G.,
General Agent.

5600

P. S. Upon due consideration of all the Lines, the above circular will not be reissued, but its provisions will be strongly enforced.

Copy of the minutes of the last meeting of the Mediterranean Conference will also be found enclosed.

5601

5602

Petitioner's Exhibit 300.

Vds. 1326.

April 14, 1908.

Holland-America Line,
Rotterdam.

Gentlemen:

We beg to confirm our today's cable "SNIPPER-BAK PRETORIA 400 OVERBOOKED WILL FORWARD SAME REQUEST ROERLOOS DOORNAPPEL AT REDUCED RATES VADE-ROOG ARRANGING COMPENSATION."

5603

With reference to the above, we beg to advise that S/S "Pretoria" of the Hamburg-American Line at the time of sailing today, appeared to have about 400 passengers in excess of her carrying capacity. These passengers were booked at the reduced rate of \$23.00, and it was proposed to us by the Hamburg Line that we take these passengers on our S/S "Noordam," sailing tomorrow, the Compensation price to be fixed by the Pool Lines on your side.

In view of your favor #1016 of the 25th ult., and there being no time to first cable you for instructions, we thought it best to accept the Hamburg Line's proposition, and forward these passengers per our S/S "Noordam" tomorrow.

5604

By so doing, eventual additional expenses of board and lodging, would be saved to the Pool Lines, and as under the circumstances, we are undoubtedly entitled to compensation, we trust that you will have no difficulty in arranging for same in a satisfactory manner with the Pool Lines.

Respectfully,
HOLLAND-AMERICA LINE,

A. G.,
General Agent.

• *Petitioner's Exhibit 300*

5605

Hapag absolutely refused to pay us our regular rate and said they would otherwise hold them over indefinitely until a steamer with the (not clear in copy-book), would sail pretending it were "pool passengers" for which the (not clear in copy-book), would share the expenses.

5606

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Petitioner's Exhibit 301.

Vds. 1339.

April 27, 1908.

Holland-America Line,
Rotterdam.

Gentlemen:

5609

We beg to acknowledge receipt of your cable of the 25th inst., reading "DAAGJIES (HET NAVOLGEND BERICHT BETREFT S/S AMSTERDAM APRIL) CONSIDERING RAVEBEK (VERLAAG DEN 3RD KLARSE PRYS MET) ZABUCALE (ELEVEN DOLLARS) AGAINST AVOCA BIRMA (KOREA?) PROVIDED POOL COMPENSATES US EXCEPT DECISION TOMORROW KEEP TELEGRAMS ADVISING AGENTS IN READINESS."

Since up to the present time, we have failed to receive your decisive instructions in regard to above contemplated reduction, we must assume that the pool Lines have been unable to agree on an adequate compensation figure, which we greatly regret.

5610

We cabled you tonight "KOREA WILL SAIL NABUUR AVOCA PROBABLY SAME DAY." S/S "Avoca" did not arrive here until last Saturday night, and is not expected to be ready to leave from here again until Saturday next May 2nd.

With reference to your favor #1027 of April 6th, we beg to advise that upon inspecting the passenger manifest of S/S "Avoca" it appears that only 4 steerage and no second class passengers arrived here on this steamer, the name of Jean Luca not being among them. We presume that this passenger must have been landed in Halifax, and are still making efforts to ascertain the exact particulars.

Yours respectfully,

HOLLAND-AMERICA LINE.

A. G.,

Vdst.

General Agent.

The Steamer stopped at Halifax for considerable time to effect repairs in the engine room.

Petitioner's Exhibit 302.

5611

Vds. 1340.

April 28, 1908.

Holland-America Line,
Rotterdam.

Gentlemen:

Pursuant to our cable and letter of yesterday, informing you that S/S "Avoca" will probably sail on May 2nd, we now beg to advise that the sailing of this steamer has been further postponed until Tuesday, May 5th, in consequence of which we cabled you today "AVOCA SAILING POSTPONED TILL NAGEDEUND (May 5th) ELFVOUD (Het navolgende bericht betreft Ryndam mei) Vakgenoot (Wy geven u in overweging voor to stellen) COMPETITIVE RATE."

5612

In view of next week's sailing schedule, viz:

"Kaiser Wilhelm der Grosse" May 5th, \$37.00;

"Ryndam," May 6th;

"Kurfurst," May 7th, \$31.00.

it would seem that our s/s "Ryndam" could offer an effective competition as against S/S "Avoca" (\$23) in case a competitive outward 3rd class rate were allowed. We therefore cabled you as above, and sincerely hope that you will be able to make the necessary arrangements as regards compensation.

5613

We are just in receipt of your cablegram "URTERES NAGELEDEN REDUCTION DAAGJIES AGAINST AVOCA BIRMA VALKACHTIG" from which we regret to note that the contemplated reduction and the corresponding compensation for S/S "New Amsterdam" April 29th, has not been agreed upon. We further beg to advise that S/S "Birma" aforementioned which is being built for the Russian East Asiatic S. S. Co., is not expected to be ready for service for some time.

Yours respectfully,
HOLLAND-AMERICA LINE,

A. G.,

Gen'l. Agent.

Vdst.

5614

Petitioner's Exhibit 303.

Vds.

No. 1344.

May 8, 1908.

Holland-America Line,
Rotterdam.

Gentlemen:

5615

We beg to confirm our yesterday's cable, reading "URICO (Het navolgende betreft ons Schryven) 1334 (North Atlantic Conference) ROEIERAB ADOPTED RULE DISQUALIFYING AGENTS BOOKING CONTINENTAL PASSENGERS FOR ZOLKOETS (de Italiaanoche lynen).

On the 6th inst., a cable was received here by the Secretary of the Conference, from Mr. Peters, inquiring whether the North Atlantic Conference had the same rule as the Continental Conference, disqualifying agents who booked Continental passengers for Italian Lines. Up to that time, the North Atlantic Conference Lines had not joined the Continental Lines in this respect, and although they had been informally approached in the matter, nothing definite had as yet been accomplished.

5616

Upon receipt of Mr. Peter's cable, however, negotiations were at once begun, with the result that both the British and Canadian Lines have now agreed as above, and we thought it advisable to inform you of this by cable. Circulars as issued by the Continental Conference Lines on April 20th, will now also be issued by the North Atlantic Lines within a short time, and co-operation is assured. The result of this co-operation will undoubtedly be most gratifying, in that it will help considerably in holding agents in control, and more effectively check their activity in booking Continentals for Italian Lines. According to

Petitioner's Exhibit 303

5617

estimates here, the Italian Lines have been carrying from 1000 to 1500 Continentals a week during the last month, but we sincerely hope that the firm stand now taken jointly by the North Atlantic and Continental Lines, will help to greatly reduce these numbers, in the future.

Yours respectfully,
HOLLAND-AMERICA LINE,
A. G.,
General Agent.

Vdst.

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Petitioner's Exhibit 304.

N

No. 1352.

May 28, 1908.

Holland-America Line,
Rotterdam.

Gentlemen:

On May 25th, the following cables were received from Mr. Peters in London.

5621

1. "Referring your last cable Atlantic Conference Lines are unanimously agreed that under present conditions, it is highly essential that the Conference regulations should be strictly enforced against agents and request New York Conference act accordingly, and in case of doubt refer same to arbitration."

5622

2. "Meeting resolved opposition steamers to be put on berth against steamers Russian Volunteer, East Asiatic, N. Y. Continental, for east Asiatic (this word undoubtedly means *eastbound*) business at the same or lower rate than these outsiders. Further extent of measure subject to unanimous decision of Atlantic Conference. Opposition steamer is appointed by vote by majority of members of North Atlantic and Continental Conferences in New York. Canpac to be considered to enable them to vote. Chairman shall have a casting vote in the event of votes being divided equally. In their decision members shall be guided by considering which steamer is best suitable for being most efficiently opposed. Regarding date of sailing, preference by steeragers capacity. Terms being merely equal, steamers sailing direct for continent of such party that is short or most short shall be appointed. If a British steamer is selected, it must be subject to consent of Line concerned. New York conference to be at Liberty appoint small committee to carry out this clause. If for such opposition steamer, more pas-

sengers are booked than she can carry, excess to be transferred to other suitable conference steamer. Further by letter."

Immediately upon receipt of the second cable, a meeting was held by the general managers and passenger agents of the different lines, and the last cable was taken up first. As this cable is very explicit, only little discussion took place, the main point being to appoint a small committee for the selection of the competitive steamers. This committee consists for the present of three members: Mr. Winter of the North German Lloyd, Mr. Farley of the I. M. M. Co. and our Mr. Nyland. The passenger managers will serve in rotation.

5624

Subsequently, the first cable was taken up and the apparently interminable question of Zotti's disqualification laid before the Lines. As was expected, the Cunard Line objected to the disqualification, although the reason as stated in our previous letter #1351 of May 22nd, did not hold good any more, since a competitive rate has been made to agents against the sailings of the outside lines. The Cunard Line now claims that on Feb. 17th, they had withdrawn from Conference, as far as the regulations are concerned, relative to sub-agents, and notwithstanding a very strong discussion took place, in which all the other members participated, no headway could be made, the Cunard Line maintaining their position, not wishing to be convinced in any way. It was agreed that a cable be sent to Mr. Peters, making him acquainted with the situation. We as a result, cabled you on the same evening as follows: "ROOKENBONT OBJECTS CARRYING OUT CONFERENCE RULES GOVERNING AGENTS CLAIMING NOT BEING PARTY TO SAME BY THEIR WITHDRAWAL LETTER NABALAFFEN. PETERS FULLY CABLED," which we hereby beg to confirm.

5625

Petitioner's Exhibit 304

5626

After the meeting was over, the small committee appointed under the first cable referred to, met and submitted a report, as per enclosed copy, which has been accepted by the Lines.

In consequence, we have at once notified all our agents that for the sailing of S/S "New Amsterdam" June 3rd, a \$24.00 third class outward rate will be effective, and although the time is rather short, we expect considerable business for said departure.

We in consequence, cabled to you this morning, "SNYVELD PETERS CABLE NAGEMEND FAN-
5627 ATIEK SELECTED RADYSZAAD ZAFANDO
AGAINST PETERSBURG," which we hereby beg to confirm.

Respectfully,
HOLLAND-AMERICA LINE,
A. G.,
General Agent.

5628

Petitioner's Exhibit 305.

5629

No. 264

Dict. R. Private.

Feb. 10. 1899.

Holland-America Line,
Rotterdam.

Gentlemen :

Your letter Private #153 of Jan. 25th had our best attention.

The statistics tell us that in 1897 our total number of prepaid bookings was

4892 of which

5630

4154 (or 85.7%) were of Russian and Austro-Hungarian, origin.

In 1898 the total number was

7372, of which

6376 (or 86.5%) were of Russian and Austro-Hungarian origin.

We may say with a great deal of positiveness that if a reduced price is accepted applying to over 85% of a certain business, that this price will practically be the basis on which the entire business is transacted, and a price either higher or lower, covering only 15% of the business will have very little effect on the business as a whole.

5631

In other words if we should adopt for our Austro-Hungarian business the same high rate quoted at present at for Russians, this rate would regulate our proposition in the Pool, and though the passengers who arrived in New York may appreciate the fact that no expense for lodging and board were to be paid in Rotterdam, which fact as we know from agents is actually appreciated, this fact at the same time will be and is overlooked by the purchaser when buying the ticket.

And when a certain price regulates the business, we may expect that after a lapse of time, we will not consider any more what expenses are to be paid out of the money received, but that we will fix our prices just as our interests warrant it. As an example we might say that in case the War Tax on Eastbound tickets was abolished, it is very likely that the present steerage rate of \$27.00 would be continued, and the same might be said if the head tax on Westbound Passengers was done away with.

5633

The consequence of all this would be that prepaid passengers were furnished free board and lodging in Rotterdam.

Another reason why we do not feel like endorsing your proposition, is that we consider the Jewish-Russian element a very undesirable one; if ever we have trouble with passengers it is with Russian Jews and therefore a kind of discriminating rate for these people seems quite appropriate and suiting the purpose. The same cannot be said of the Galician and Hungarian Jew, with whom very little friction is encountered, and against whom besides his habit of not paying his hotel bill in Rotterdam, little can be said.

5634

For the above reasons we would recommend to continue our system of a special Russian price, but not to adopt it for our Austro-Hungarian trade.

Try to collect from those people the hotel charges in Leipsig and Rotterdam, as far as possible and if they are unable to pay, we would advise to keep their baggage, send it by the following steamer as "Luggage left behind" and we will do our best to cash the unpaid bills.

Respectfully,

Petitioner's Exhibit 306.

5635

Dict. R.
No. 285

March 31, 1899.

Holland-America Line.
Rotterdam.

Gentlemen:

Paragraph 4 of the Agreement of February 24th for Eastbound steerage business, entered upon with Hapag and French Line, has been the subject of discussion here, the result of which has been that the French Line has given us a differential of \$3.00 to Marseilles, special Italian points and the Orient and to Red Star \$2.00 differential to Italian points and \$3.00 to Marseilles and the Orient.

5636

The French Line's rates to Italian points have been based on the direct N. G. Lloyds rate plus \$1.00, according to an agreement between those two lines. The Orient rates of the French Line are based on the price to Marseilles. Same rates have been adopted for Genoa and Marseilles, following Fabre Line.

The French Line receiving a commission of \$2.00 from the Messageries Maritimes, wished to give \$1.00 to its agents here on Oriental business—in this we followed.

5637

To points in Alsace-Lorraine and Switzerland, we have taken our lowest (often Rhine boat) through rate; by quoting to the several points in France, to which the French Line gives prices, we have gone beyond the number of places of our European tariff, as many of them are not mentioned therein. As we are to propose a new tariff to you very shortly, we have not hesitated to quote prices, as stated above.

The Italian rates of the direct lines having been brought back to an adequate basis, we may hope to re-enter the field of Eastbound North-Italian business.

Petitioner's Exhibit 306

5638

If this proves to be correct it might help us along in the Eastbound Pool, as with the Hamburg Express and Lloyds Barbarossa steamers taking up their respective services in the near future, we might have some difficulty to secure our share, unless, the other lines assume the old differentials.

We beg to acknowledge the receipt of your cable of the 30th inst. reading as follows:

5639 "AGREED WITH ALL CONTINENTAL AND
MEDITERRANEAN LINES ADMIT NAVIGA-
SIONE PRINCE LINE MEDITERRANEAN
CONFERENCE REINSTATING THEIR DIS-
QUALIFIED AGENTS."

Respectfully,

Initials undecipherable.

5640

Petitioner's Exhibit 307.

5641

No. 284

Dict. R. Private.

March 31, 1899.

Holland-America Line,
Rotterdam.

Gentlemen:

We beg to confirm the receipt of your favor, private #169, and have gone over the entire field again. We find that in principal, no material changes, in our opinion, have occurred since our letter No. 191 of May 27th, 1898, on this subject.

The first class differentials as agreed upon last year, were entirely satisfactory to us, as far as the Continental Lines were concerned. The only changes, which in our mind would be advisable and according to the facts seem justifiable are a \$5.00 higher rate both Summer and Winter for the Atlantic Transport, bringing them to \$70.00 Summer and \$55.00 in Winter and for S. S. "CANADA," "NEW ENGLAND" and "CYMRIC" equal rates with "ROTTERDAM," and "STATENDAM" both Winter and Summer. The "Winter Rate" of "BRITANNIC" and "GERMANIC" should furthermore be raised \$5.00. 5642

Our second class rates (so-called saloon) have given satisfaction; we might suggest, however, to ask for a \$2.50 differential against the Cunard, Boston Price for the same class of steamers and accommodations, which will protect our Boston business. 5643

With regard to our second class on steamers "ROTTERDAM" and "STATENDAM," we have to propose another policy; 1898 has shown that,

Westbound s/s "Rotterdam" on 10 trips carried 575 passengers.

Westbound s/s "Statendam" on 4 trips carried 286 passengers.

Petitioner's Exhibit 307

5644

Westbound s/s "Pennsylvania" on 7 trips carried 548 passengers.

Westbound s/s "Pretoria" on 8 trips carried 570 passengers.

Westbound s/s "Bremen" on 6 trips carried 449 passengers.

Westbound s/s "F. der Grosse" on 5 trips carried 360 passengers.

Westbound s/s "Friesland" on 9 trips carried 441 passengers.

Westbound s/s "Westernland" on 10 trips carried 583 passengers.

5645

And Eastbound s/s "Rotterdam" on 10 trips carried 352 passengers.

Eastbound s/s "Statendam" on 4 trips carried 62 passengers.

Eastbound s/s "Pennsylvania" on 7 trips carried 512 passengers.

Eastbound s/s "Pretoria" on 8 trips carried 539 passengers.

Eastbound s/s "Bremen" on 6 trips carried 401 passengers.

Eastbound s/s "F. der Grosse" on 5 trips carried 384 passengers.

Eastbound s/s "Friesland" on 9 trips carried 439 passengers.

5646

Eastbound s/s "Westernland" on 10 trips carried 472 passengers.

From these figures we may conclude that the differential of \$2.50 enjoyed against the Hapag's. "Pennsylvania" and Lloyd's "Barbarossa" class is not sufficient to protect our German second cabin business and it is also proven that the differential of \$2.50 for S. S. "Friesland" and \$5.00 for "Noordland" and "Westernland" allowed to Red Star, is too much (especially Eastbound.)

The agent's question we still consider pretty much in the same light as before. Essential, before everything else is, that if we have to make provisions on this point, that the French Line should join for both first and second cabin business. We would prefer no restrictions at all with regard to cabin agents; on the contrary, in our opinion it would seem advisable to strengthen our position on this point by trying to interest the slow British Lines in our views on this subject, taking as an example the way in which they carried through their wishes on the question of reduction on round trips.

In the grade of desirability of the different city agents, we have not to report any changes since our letter #191 of May 27th, 1898, which you may take as a guide in case developments in an eventual debate should warrant making restrictions some way or another.

You ask our reply on the question, whether we prefer no agreement with agents, to an agreement without agents, and we do not hesitate to say that where a proper basis of rates has been found every agreement will be welcome to us.

We want to impress on your mind that with us, rates are the chief thing and that the other questions, although of quite some importance must be considered details, as compared with prices.

The 5% reduction on our combined outward and return trip, we should like to see changed into a rebate of 10% on the return portion. It facilitates our administration and control and besides is more logical.

The fixing of seasons is a question which, especially next year, deserves a great deal of attention; the most reasonable way of fixing our rates, should be to take the highest Eastbound "Summer Rate" as a basis, for instance for "ROTTERDAM" and "STATENDAM" \$75.00 minimum, from June 1st to August 1st

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5649

1883

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Petitioner's Exhibit 307

Now in order to prevent (as far as possible) during those weeks a rush, which we would not be able to accommodate, the lines should hold out some inducements to the traveling public for going earlier, which inducement of course, should consist of a somewhat lower rate. We would therefore propose to adopt for next year, our present system of three seasons and by doing so divide the traffic as much as possible over a longer period.

According to this idea the Eastbound season might, for instance, be from Jan. 1st to April 1st, from April 1st to June 1st and from June 1st till August 1st.

5651

We note what you say concerning agreements in general. A Pool might be difficult to establish; perhaps an agreement, however without a clause providing for fourteen days' notice, but instead thereof made for a year, might possibly be reached.

Respectfully,
HOLLAND-AMERICA LINE.

5652

Petitioner's Exhibit 308.

5653

Dict. R. Private.

No. 318

Oct. 3rd, 1899.

Holland-America Line,
Rotterdam.

Gentlemen :

Contents of your private letter #198, were noted with a great deal of interest.

On receipt of your cable of Sept. 22nd, we had the necessary circulars printed and sent to our agents, with the result that Galician prepaids, including board and lodging expenses, are now coming in. We hope that the step taken will prove effective in every respect.

5654

With regard to your remarks concerning Eastbound traffic in general and our position in the Pool, covering that particular part of the traffic, we feel uncertain as to whether our observations on this subject have been understood by you in the way we intended you should comprehend them. It has always been our most decided opinion that our acceptance of the, to some extent, onerous conditions under which we were forced to renew the Eastbound arrangements, was the wisest thing we could do at that time. However, we should not like to indorse your views with regard to the future. We do not want to advocate the principle of "Peace at any price" and to say that measures taken merely to protect our interests "may tend to disrupt harmony," as for instance, an equitable reduction (equitable in comparison with the constant reduction made by our competitors) in our European inland tariff, is, we think, showing ourselves too much inclined to follow the wishes of others.

5655

On different occasions, we have already stated that reduction of inland rates in itself is not our object, but only the way to reach it.

Petitioner's Exhibit 308

5656

In case Red Star were willing to put up the inland rates, we certainly would not object to do likewise.

And to say that our share in the Eastbound Pool is too large means overlooking the fact that in former years we have constantly enjoyed a differential rate and that as a consequence thereof, our percentage of the total business showed to be more than 16%. It has never been said that in a Pooling arrangement, differentials should cease to exist; we have always had them and we still need them in order to carry the share allotted to us. And if under certain circumstances we have agreed in the general interest of all concerned to temporarily waive our claim on a differential the unavoidable result of such a measure should not be explained to our detriment. We are most decidedly of the opinion that with the proper differentials we ought to be able to carry our share of the business.

5657

Today Lloyd (Balto. service) advanced its Eastbound steerage rate to \$30.00; this advance will have its good effect in checking Continental business going via English ports.

Respectfully,
HOLLAND-AMERICA LINE,
A. N.,
Asst Gen'l Agent.

5658

Petitioner's Exhibit 309.

5659

Dict. N. Private.

No. 329

Nov. 3rd, 1899.

Holland-America Line,
Rotterdam.

Gentlemen:

We wish to call your attention to the stand which we have taken with regard to the disqualification by the North Atlantic Passenger Conference, of Capt. R. M. Melville at Toronto, Ont., the General Cabin Agent of our Line for the Province Ontario.

Minute 1106 adopted at the Meeting of October 14th, 1897, provides that any agent or sub-agent disqualified by one Conference for violation of a rule common to all three Conferences, shall be disqualified by the others.

5660

Capt. Melville was disqualified on June 1st of this year for an alleged cutting of rates, by the N. A. P. C., and similar action was requested from the other Conferences. We did not wish to miss Capt. Melville's services as agent and not being able to withdraw from Minute 1106, we consented to the disqualification, but for steerage business only. (Minute 1234 adopted Jan. 26th, 1899, providing that all rules and regulations of Conference be applied also to first and second cabin business, having in the meantime been rescinded by Minute 1237 adopted March 30th, 1899.)

5661

Mr. Melville is the General Agent of the Atlantic Transport Line for Canada and at the same time our General Agent for cabin business for the Province of Ontario.

It is with great regret and spite that the Canadian Lines saw business go from this territory via New York and in order to punish Mr. Melville, they finally succeeded in making a case against him, which, however, was only proved by circumstantial evidence, and

Petitioner's Exhibit 309

5662

which was as strongly contradicted by Mr. Melville as it was brought forward by the complaining Lines. We considered it to be a patched up case, but no matter if it is true or not, the N. A. P. C. found him guilty and disqualified him.

As Mr. Melville has done a very satisfactory business for us and it would be a very difficult matter to replace him, we were not agreeable to a disqualification for all classes of business, although Hapag used all possible efforts to induce us to join the action of the other Lines.

5663

This opposition of Hapag against Mr. Melville is explained by the following:

Capt. Melville was Hapag's agent for several years and gave that Company quite some steerage business, first for the Hansa Line and afterwards for the Regular and Union Line steamers.

A lawsuit against Hapag, by one of his passengers on account of the loss of some baggage, resulted in a sharp controversy between Mr. Melville and Hapag. In this suit Mr. Melville sided more with the passenger than with the Company, which finally brought about the withdrawal of his agency.

The steerage business controlled by him is now largely given to us.

5664

Mr. Boas represented to us that our non-co-operation in this matter would perhaps endanger a possible Cabin Agreement between the English and Continental Lines. We do not share this opinion at all, which we believe is inspired by personal sentiment against Mr. Melville.

Moreover the Canadian Lines have always been very reluctant to join in any action which the Continental Lines proposed and so far we do not see any necessity for going further than what the Conference agreements compel us to do.

In case it would be desirable, for the sake of harmony, to give up Melville as agent, we naturally will give in, but as stated before it would be a very difficult matter to find a suitable substitute.

As there is a possibility that the above matter may be brought up on your side, we wish to make you acquainted with the facts of the case.

Respectfully,

T. W. M.

Memo:—Mr. Boas stated his intention of referring the matter to his Company in Hamburg to be taken up with you direct.

5666

Our standpoint is, that inasmuch as Conference controls steerage business exclusively, a disqualification, according to Conference rules, should, or rather does merely apply to that particular business.

Therefore our position in upholding Melville as cabin agent is entirely unattachable, which even Mr. Boas is obliged to acknowledge.

Another argument brought forward by Mr. Boas was that Melville not being a Conference agent any longer, will be forced to book all his steerage business via the Beaver Line, and by doing so become a very undesirable element. (This argument of Mr. Boas' may perhaps be of particular use to you.)

5667

This shows how very unfortunate it was to disqualify Melville. Melville from January 1st, until the present date has given us \$6,000 worth of business, part of which was steerage prepaid. It was the jealousy of the Canadian Lines, Allan and Dominion, who, for a long time strongly resented Melville's endeavors to draw as much business as possible by way of New York, which made them look for means that would annihilate him. As long as Melville's continental prepaid business went via our Line; it reverted entirely to the benefit of the

Petitioner's Exhibit 309

5668

Pool (whether this would have been the case as fully, if the Allan or Dominion Lines had obtained these Passengers, might still have been questionable but now that Meville is limited to the Beaver Line, the Pool is certain to lose all of this business). Yet we know that the very reason why the Beaver Line systematically refuses to enter the N. A. P. C. is the hope to obtain a large proportion of the Continental traffic and the only way of obtaining this, is according to the Beaver Line's ideas, to remain freehanded.

5669

In connection with this we may cite the curious fact that according to a letter from the Dominion Line to Mr. Sandford, copy of which you will find enclosed, the Canadian Lines seem not to have made up their minds as to the desirability of prohibiting their own Canadian agents from booking for a con-Conference Line (one of the standard rules of all conferences).

We repeat that the action taken against Melville has been a rash and unfortunate one, although we naturally are bound to make N. A. P. C.'s action effective as far as his disqualifications for steerage business is concerned.

Dict. R.

T. W. N.

5670

Petitioner's Exhibit 310.

5671

Dict. N. Private. 420

Nov. 20th, 1900.

Holland-America Line,
Rotterdam.

Gentlemen :

We have received your esteemed favor of November 6th, Private #148, also Minutes of Meeting held in Cologne and have perused the contents with much interest.

The rates in general as adopted for next year are very satisfactory all around and we feel confident that as far as our position in regard to the steerage rates is concerned we will obtain a good share of next year's business.

5672

The second cabin rates, Eastbound and Westbound, are also again on a paying basis for all the lines but we mention again Red Star's second cabin minimum Eastbound rate for steamers "VADERLAND" and "ZEELAND," which we should have wished to see placed at the same level with the Barbarossa steamer rates, namely \$44.00, instead of \$42.00.

We acted upon your remarks regarding French & Red Star rates to Italy and the Orient, but both Lines declined to make any further changes in said rates. The French Lines did not wish to change their rate to Marseilles even, if it was only for said port, as they considered said rate sufficiently high, the Fabre Line quoting a \$24.00 rate to said point. Besides as the business to Marseilles only is very light, they do not wish to issue a new circular only on that account. Red Star has advanced their Marseilles rate to \$30.00 leaving the Genoa rate of \$29.00 unchanged.

5673

As our rate to Boulogne is \$28.00, we adopted a \$29.00 rate to both Marseilles and Genoa which although far from satisfactory taking into considera-

5674

Petitioner's Exhibit 310

tion the rate of \$29.70 to Paris, is better than to leave it at \$28.00 as heretofore. In consequence, we have today the same rate to Genoa as Red Star, although the differential of \$1.00 to other Italian points has been maintained. On account of the \$30.00 rate to Genoa by the N. G. Lloyd, Red Star did not want to advance this rate the same as Marseilles. As you will have seen already, our rate to Naples has now been adopted at \$41.00.

5675

About the advance made by the Messageries Maritimes, nothing was known by either French or Red Star Line; as soon as they receive this information, the matter will be taken up again.

We have noted with satisfaction that the compensation price for 1901 has been fixed at Mk. 100.00 Westbound and Mk. 80.00 Eastbound, which will undoubtedly influence the "plus" lines to advance their rates this coming year sooner than has been the case in the past.

Respectfully,
HOLLAND-AMERICA LINE,

N.

T. W. M.,
Gen'l Agent.

5676

Petitioner's Exhibit 311.

5677

Dict. N. Private.

No. 538

Nov. 12th, 1901.

Holland-America Line,
Rotterdam.

Gentlemen:

Dominion Line.

We beg to enclose circular issued by the Mediterranean Conference, dated November 9th and showing the action taken against the Dominion Line at a recent meeting.

5678

Meantime this Line is obtaining an enormous advertisement out of this boycott throughout the country. Different rumors are in circulation as to possible action against the Conference for conspiracy. In some way or other the Dominion Line has obtained possession of a circular addressed by Mr. Lawson Sandford to the General Managers of the Mediterranean Lines and giving indication of a conspiracy; sooner or later in our opinion, very unpleasant consequences may follow.

In accordance with information received from you on the subject (Private #220, of Sept. 24th), we have abstained from voting on different matters pertaining to said line. Up to today none of the lines seem to have the information that Mr. Peters was instructed to notify the Dominion Line that the Continental Lines did not object to their direct service from the Mediterranean.

5679

You will see by enclosed circular that our name does not appear among the different signatures.

We will thank you for giving us your further views on this matter and remain,

Yours respectfully,
HOLLAND-AMERICA LINE,

T. W. M.,
Gen'l Agent.

5680

Petitioner's Exhibit 312.

Dict. N. Private.

No. 555.

Dec. 27th, 1901.

Holland-America Line,
Rotterdam,

Gentlemen:

Re Advertising for 1902.

5681

In reply to your favor Private No. 241 in regard to advertising, we beg to say that we named the Chicago "Arbeiter-Zeitung" in our list, on account of the recommendation of our Chicago office. It has a very large circulation and is undoubtedly of strong socialistic tendencies although not anarchistic.

The advertising manager of this paper made a trip on our line this year and was greatly pleased with our service. The object of our advertising in said paper is only for the development of our German steerage business in Chicago; we would also be given occasional editorial notice of some value, if we do so. By control box of steamer "Statendam" we will forward to you a few copies of this paper for your perusal. For the present we will refrain from placing a contract and await your further views on the subject.

5682

Although it may have been decided at the time by conference not to advertise in the "Arbeiter-Zeitung" the subsequent rules and regulations in regard to advertising have done away with this prohibition the lines now only being required to give notice to each of the other Members before placing an "Ad" in any non-English newspaper.

Last year's amount of \$149.76 for advertising in the Kansas City Star, was due to an error of our Advertising Agents, who discovered same too late to rectify it and paid for same. We think the amount of \$306.55 exceedingly high, although the Sunday edition of the paper is included, which was not the case last year. We will correspond with Mr. Bain.

St. Louis in regard to this proposed advertisement and may conclude to advertise not more than four times a week including Sunday, which would materially reduce the expense.

In the Guide of the Hotel America the advertisement of all the lines appear; also in the "Deutsche in America" (calendar) for which reasons we think it advisable to renew our contract of this year.

In regard to the Tobacco Journal, we hope to be able to obtain some passengers through the medium of an "Ad" in this paper.

Although Mr. Laverge may take care of the interests of the Tobacco Trust, yet there will be a number of individual buyers of tobacco at the Public Inscriptions to be held in Amsterdam.

5684

We have renewed our advertisement in "De Potter's Guide," as Mr. De Potter will have a few tours over our Line in a desirable season and his parties as a rule consist of exceptionally high class people.

In regard to placing advertisements in exchange for passage, we note that you consider yourself not to be free West bound which, if the proposals regarding the Cabin Agreement are accepted, will also be extended to East bound business.

We do not quite understand this position, as the actual value of the passage applies to the payment of the advertisement and there is no question about a reduced rate or free passage, or any other courtesy.

5685

We should like to have your full views on this, as you know we have always been strongly in favor of placing contracts in exchange for passage, whenever the latter was taken out in the off season, especially in some cases of the medical papers and others, circulating among the professional class, which may do us a great deal of good.

Yours respectfully,

HOLLAND-AMERICA LINE.

F. W. M.,

Gen'l Agent.

5686

Petitioner's Exhibit 313.

Private No. 635.

July 25, 1902.

N.

Holland-America Line,
Rotterdam, Holland.

Gentlemen:

5687

In order to complete the full record of the pool meetings on your side we should wish to receive from you at your earliest convenience the minutes and resolutions passed at the meeting of Dec. 11, 1901, in Cologne. Minutes from 355 to and including 361 with additions 1 and 2 first and second cabin agreement.

Yours respectfully,
N. HOLLAND-AMERICA LINE,
ED.,
Act. Gen'l Agent

5688

Petitioner's Exhibit 314.

5689

Dict. N.

Jan. 24, 1905.

No. 850

Holland-America Line,
Rotterdam.

Gentlemen:

We beg to enclose herewith memo. of the Railroad Committee, under date of Jan. 17th, recommending the adoption of a supplementary agreement with the Western Passenger Association and Southern Pacific Company, to the effect of placing Mr. Peter McDonnell on the same level as the Steamship Lines under certain conditions as named in said memo.

5690

As this recommendation is entirely at variance with the contents of a memo. sent out by the Railroad Committee under date of Jan. 10th (copy enclosed) and referring to a letter sent by said Committee to the Joint Routing Committee under date of Dec. 13th, 1904, we asked Mr. Boas the Chairman of the Railroad Committee, for information as to why he recommended the acceptance of a proposition to which previously, he was always strongly opposed.

Mr. Boas stated to us that the non-acceptance of this proposition would mean the breaking up of the Western Passenger Association. The Union Pacific Railroad had given definite notice that unless Mr. Peter McDonnell would be accepted as a party to the Railroad Agreement between the Western Traffic Association and the Steamship Lines, they would withdraw their membership from the Western Traffic Association, which would be followed promptly by two or three other members. When the question was asked if the Western Traffic Association did not fear a successor to Mr. Peter McDonnell who would continue

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Petitioner's Exhibit 314

5692

the fight against them along the same lines as Mr. McDonnell had followed so successfully, Mr. McLeod the chairman of the Western Passenger Association stated that this was an utter impossibility.

5693

Mr. Boas thought that the non-acceptance and a subsequent break up of the Western Passenger Association would lead to utter demoralization as in addition to the various commissions which would in that event be paid by the Western Railroads to some Lines, the field of Mr. McDonnell's operations, which is clearly defined in the supplementary agreement, would undoubtedly be extended in Europe to territories which are beyond the control of the Steamship Lines.

We are opposed to demoralization and in consequence have indorsed the recommendation of the Railroad Committee. On the other hand we are afraid that although this supplementary agreement guarantees us certain privileges for the five following years that after the expiration of said period and as soon as the Western Passenger Association and Southern Pacific Company fully control the situation, they will withdraw all privileges from the Steamship Lines and take the same position which the Immigrant Clearing House to-day assumes toward the Steamship Lines.

5694

However five years is a long time and taking into consideration the various interests of the different members of the Western Passenger Association, which, in many cases lie in opposite directions it will be no easy matter to maintain said Association as a harmonious unit.

Yours respectfully,
HOLLAND-AMERICA LINE.
T. W. M.
Gen'l Agent.

Petitioner's Exhibits 315 to 333.

5695

Regulations and agreements of the various British lines, including the Cunard, relating to several kinds and classes of passenger business, marked for identification.

Petitioner's Exhibit 334.

Liverpool 7th March, 1908.

Per s. s. "Lusitania."

Special. 5696

Passenger Department,
White Star Line,
9, Broadway,
New York.

Dear Sirs,

General Pool.

We are in receipt of your favour of the 25th ulto., with reference to the above, for which we thank you.

You are correct in your assumption that our instructions in connection with the exclusion from your East-bound cable numbers of deported passengers applies equally to charity rate tickets, and we will leave you to be guided accordingly.

5697

We observe that it is your intention to adhere to the rates under Agreement L for the Channel Service, which is quite in order, as should it be required to alter your rates for pool adjustments, the necessary changes can be made in the rates for other business.

With reference to Mr. Ismay's letter from you dated 21st ulto., wherein mention is made of the agreements for British and Scandinavian business, we would inform you that owing to there still being one or two points open for discussion, the agreements are not as yet signed.

5698

Petitioner's Exhibit 334

We, however, enclose herewith proof copies of same as they now stand, from which you will observe that, so far as British business is concerned, all reference to Eastbound business has been deleted therefrom. This in view of the parties subscribing thereto being parties also to the General Pool and therefore at liberty to quote rates that are necessary for the adjustment of the pool allotments.

5699

In connection with the Scandinavian and Finnish agreements, it was decided that the reference to Eastbound rates should be allowed to remain in order that a check might be kept on the rates of the Scandinavian American Line who are parties thereto.

The question of Second Class Scandinavian rates for the British Lines and the Scandinavian American Line has been brought up for consideration, but up to the time of writing nothing definite has been settled. The proposal before Conference is that gross rates be quoted off the various Scandinavian ports. No doubt, however, we will be in a position to write you further on this matter by next mail.

Yours faithfully,

For ISMAY, IMRIE & CO.

Initials undecipherable.

ABC

5700

Petitioner's Exhibit 335.

5701

Liverpool 28th March, 1908.

Per s. s. "Lucania."

Third Class.

Passenger Department,
White Star Line,
9, Broadway,
New York.

Dear Sirs,

Your favor of the 13th instant to hand, contents noted.

(*J. Potts & Son.* The package containing list of hotels &c., has been duly received, for which thanks.) 5702

Libau E. B. Rate. We have to advise that \$5.35 does not at all cover the fare by direct steamer from either Hull or London, the through fares from Liverpool being £2.11.0 and £2.18.6 respectively. Moreover, in view of the uncertain departures of these steamers from London and Hull, we consider that you should confine bookings to Libau and Riga via Hamburg, the rates—according to European Railroad Tariff issued by the Hamburg American Line—fourth class, being \$7.40 and \$7.60 respectively.

* * * * *

Russian East Asiatic Co. Referring to the remarks in your letter of the 13th instant to Southampton, we observe with interest that the agency of this Line is in the hands of Messrs. A. E. Johnson & Co., and we hope that joint action will be found possible on the part of all the Conference Lines to withdraw the representation from this firm so long as they act for the Russian Line. Please keep us posted as to any developments. 5703

Prepaid Steerage figures. From your cable of the 23rd instant we note the figures for last week were 114 British, 42 Italians, 40 Scandinavians and 26 Contin-

5704

Petitioner's Exhibit 335

entals as against 220 British, 358 Italians, 118 Scandinavians and 61 Continentals for the corresponding period last year.

5705 *S. H. O.*—3—1183, issued in favor of Mr. Ole Johnson from Seattle through to Christianssand, sent you with our letter of the 21st instant. You will observe that we show the rate from Seattle to New York as £16.7.0, but on referring to supplement No. 8 to General Tariff No. 50, we find there is a mixed class rate of £13.10.10. If you can arrange for the passenger to travel at the latter rate, will you please do so and advise us in due course. Our agent, Mr. H. Von Riegen, through whom the booking was made, has raised the question as to the high rate charged, and if any less rate is obtainable, please secure it in the passenger's favor.

s. s. "Baltic" arrived and landed her passengers at nine o'clock last evening, and the through booked passengers are all travelling to their respective destinations today.

Advice of forwarding orders (Westbound). Referring to your letter of 14th February last, we beg to advise issue of forwarding orders.

Yours faithfully,

5706

For ISMAY, IMRIE & CO.

ABC

Initials undecipherable.

1903

Petitioner's Exhibit 336.

5707

Liverpool 14th March, 1908.

Per s. s. "Etruria."

Special.

Passenger Department,
White Star Line,
9, Broadway,
New York.

Dear Sirs,

Eastbound Pool.

We thank you for your cable intimation of the 13th instant advising that the Hamburg American Line have advanced their Eastbound rate for the 'Amerika' and 'Kaiserin Auguste Victoria' to \$34, for which information we are obliged.

5708

In this connection you will have received our cable of the 12th inst., reading as follows:

"International Mercantile Marine Co., percentage 'Eastbound Pool 25.83 exclusive Red Star; watch 'position; cable when rate alterations appear desirable."

The above percentual share of the Eastbound traffic of the Lines party to the Eastbound pool is still subject to slight correction. The difference, however (if any) will only be in the decimals.

5709

As it is now only necessary to effect alterations in our rates according to our position shown in the pooling returns, there will be no need to follow the changes of the Continental Lines (as under clause 8 of the 1898 agreement) unless you consider it necessary to do so to keep within our allotted percentage.

We will therefore leave you to watch the position closely, and cable when rate alterations appear desirable.

Yours faithfully,
For ISMAY, IMRIE & CO.,
ABC

Initials undecipherable.

5710

Petitioner's Exhibit 337.

Special.

Liverpool, March 24th, 1908.

Per SS "Adriatic."

Messrs. Ismay, Imrie & Co.,
Liverpool.

Gentlemen:

We have your special letters of the 14th inst., and have carefully noted your remarks respecting the East-bound Pool and free and charity rate tickets.

5711

With regard to the latter, while we are reporting the deported passengers to Mr. Sandford, we are not reporting the free and charity rate tickets. These we report to you under a separate heading. If it is your desire that same should be reported to Mr. Sandford, please advise us. We are not aware that any of the other Lines are doing so, but we presume all these matters will be taken up at the meeting of all the Lines, parties to the agreement, called for the 2nd prox.

Yours faithfully,
WHITE STAR LINE.
per

5712

1905

Petitioner's Exhibit 338.

5713

Liverpool 24th March 1908.

Per s. s. "Oceanic."

Messrs. Lee & Franklin,
9, Broadway,
New York.

Dear Sirs,

Third Class Eastbound Pool.

Your favor of the 13th inst., received in reference to our cable of the 12th, and may say that while the Eastbound percentage for the I. M. M. Co. was given you as 25.83, exclusive of Red Star, this figure is subject to revision, but will remain approximately correct.

5714

We will write you further—probably by next mail—as to the division of this allotment amongst the I. M. M. Co's Lines, which will, however, be for our own private guidance only in the division of any payment made to us or compensation received from the Pool, as in the agreement the I. M. M. Co. appears with one percentage.

It is very difficult to lay down any hard and fast rule as to how far the numbers may be allowed to run, plus or minus, without altering rates to rectify the carryings, as a great deal would depend on the time of the year and the number travelling. For instance: at present with the large Eastbound movement, a difference of 1,000 would be very readily adjusted. At a time when travel was very slack such a difference would mount up gradually and not be so readily adjusted. In the former case it would not be necessary to take prompt action with regard to rates if there was a prospect of figures righting themselves as the season progressed, whereas in the second instance quoted in view of the difficulty of making up the deficit, or the re-

5715

5716

Petitioner's Exhibit 338

verse, as the case might be, it would be undesirable to let the difference run up to so large an extent.

We shall watch the pool carryings ourselves closely so that when it appears to either of us that some change is desirable, an interchange of views by cable can take place with a view to proper action being decided upon.

Yours faithfully,
For ISMAY, IMRIE & CO.,
ABC.

Initials undecipherable.

5717

5718

1907

Petitioner's Exhibit 339.

5719

Liverpool, 26th March, 1908.

Per s. s. "Lucania."

Passenger Department,
White Star Line,
9, Broadway,
New York.

Dear Sirs,

You will no doubt have observed that according to Article 16 of the General Pool Contract, it is required that copies of circulars and advertising matter of a general interest relating to Third Class business should be mailed to the Conference Secretary.

5720

We shall therefore thank you to arrange for Secretary Peters, Jena, to be placed on your list of persons who receive such advertising matter, which you will, of course, send by the Company's steamer for posting on this side.

We would point out that the practice in vogue is to supply Secretary Peters with 30 copies of all such printed matter in order that he may send to the different Lines specimens thereof. This would also refer to circulars by the common officers dealing with rates or such other matters of general interest.

Yours faithfully,
For ISMAY, IMRIE & CO.,

5721

(Pencil notation)

(I think not.)

Initials undecipherable.

5722

Petitioner's Exhibit 340.

Liverpool 28th March, 1908.

Per s. s. "Lucania."

Passenger Department,
 White Star Line,
 9, Broadway,
 New York.

Dear Sirs,

General Pool.

5723 As it is our practice to furnish the Conference Secretary each week with the numbers of Third Class Westbound Prepaids sold in America, we shall thank you to in future cable these particulars in souls and not in adults as hitherto. This in order that our figures may be rendered in an uniform manner with those of other Lines, and, further, as the pool statistics are made up for periods ending 7th, 15th, 23rd, and last day of each month, as referred to in article 10 of the pool contract, it will now be necessary for the particulars in question to be cabled for these periods, and not for the calendar weeks as heretofore.

5724 In this connection we observe from the statistics ending 15th March 1908, that the prepaids sold for the Cunard Line total no less than 706, as against our 493, a somewhat alarming disparity. Perhaps you will favour us with your views as to the reason of our unfavorable position.

Yours faithfully,
 For ISMAY, IMRIE & CO.

A. B. C.

(Initials undecipherable.)

1909

Petitioner's Exhibit 341.

5725

April 7, 1908.

Per SS "Oceanic"

Messrs. Ismay Imrie & Co.,

Liverpool,

Special.

Gentlemen:

We are in receipt of your special letters of the 26th and 28th ult.

Third Class Circulars Rate Sheets etc.) We note that it is your desire that 30 copies of circulars and advertising matter of general interest relating to the third Class business shall be forwarded to Secretary Peters in your care, for distribution among the different lines interested, which shall have our attention. The custom here is to furnish the Secretary of the New York Conference with copies of all circulars and rate sheets when issued for distribution among the Lines, and to enable the latter to provide their home offices with copies. It will be duplicating the work to supply Mr. Peters as well.

5726

General Pool. We also note your instructions, that in future when cabling the figures of prepaids booked on this side, we are to give the souls and not adults, and that the reports are to be made up for periods ending 7th, 15th, 23rd and last day of each month, in accordance with Article 10, and not for calendar weeks heretofore.

5727

Disparity in Numbers of Prepaids of White Star & Cunard Lines). The disparity in numbers is undoubtedly due to the publicity the Cunard Line has obtained in the newspapers here, and especially to the enormous amount of advertising the Cunard Line has done both in the press and illustrated posters, as well as every other available means. Expense seems to have been no object, particularly in the West.

Yours faithfully,
WHITE STAR LINE,
Per

5728

Petitioner's Exhibit 342.

Liverpool 4th April, 1908.

Per s. s. "Lusitania."

Passenger Department,
White Star Line,
9, Broadway,
New York.

Dear Sirs,

5729

We are in receipt of your special letter of the 24th ulto., and note that the question of reporting the deported passengers to Mr. Sandford, *inter alia* arising out of the advent of the General Pool agreement, will be taken up at the meeting of all the Lines which we observe was fixed for the 2nd instant.

We shall be pleased to hear what transpired at this conference, and await your report thereon with interest.

Yours faithfully,
For ISMAY, IMRIE & CO.,
ABC.

Initials undecipherable.

5730

Petitioner's Exhibit 343.

5731

Liverpool 8th April, 1908.

Per s. s. "Adriatic."

Passenger Department,
 White Star Line,
 9, Broadway,
 New York.

Dear Sirs,

Continental Rates.

We confirm our cable this afternoon reading:

"Libau Riga rate advanced Marks 150, White Star, 5732
 "American Dominion."

We presume you will understand from this that you are to quote the prepaid parity as mentioned in article 15 of the General Pool contract, viz., \$36.50.

We propose in future to merely cable you any advance made in marks, leaving you to make the prepaid parity. For economical purposes, we will in future state only the code word indicating the number and, of course, the Continental port, *e. g.* "Libau emanar-ono" would mean that the Libau rate is now Marks 150. It seems to us superfluous to advise you in the cable whether an advance or reduction is to be made, so long as you are in possession of the actual cash rate that is being quoted. 5733

If, of course, there is one rate to be used for the various ports the names of the ports to, which it is applicable will be given with the one code word for the rate.

Yours faithfully,
 For ISMAY, IMRIE & CO.,
 ABC.

Initials undecipherable.

Petitioner's Exhibit 344.

Liverpool 8th April, 1908.

*Per s. s. "Adriatic."**Third Class.*

Passenger Department,
 White Star Line,
 9, Broadway,
 New York.

Dear Sirs,

Your favor of the 27th ulto., to hand, contents noted.

5735 *Rubin Gross.* In connection with the deportation of this passenger, we returned to you on the 1st instant forms No. 597 certifying that the passenger has been safely delivered to his father.

Ivan Jelacio. This passenger was sent on to Havre, and our agents there, Messrs. Genestal & Son, transferred him to hospital pending communication being established with his relatives. Up to the present, however, they have been unsuccessful, and we have advised them that they had better arrange to send the man on to the Austrian frontier, and deliver him over to the authorities. We have not received any advice up to the time of writing that this has been carried out, but will write you further as soon as we have confirmation.

* * * * *

J. A. Retief. We have perused the copy of letter from this gentleman and we reserve for himself and family D. J. Malan, at the £16.60—rate from Liverpool to Cape Town berths 1 & 2 in inside four berth room 120 per "Suevic" 4th June.

We note these passengers are sailing from Canada to Liverpool. It will, of course, be necessary for them to fill up declaration forms, as per enclosed, in order to comply with the Cape of Good Hope Immigration

Laws which please send us along with advice of booking.

* * * * *

Prepaid Steerage figures. Referring to your cable of the 4th inst., we note the figures for the past week were 124 British, 30 Italians, 37 Scandinavians and 24 Continentals as against 232 British, 116 Italians, 94 1/2 Scandinavians and 83 1/2 Continentals for the corresponding period last year.

Irish Prepays. From report of our Irish traveller, Mr. Bowler, dated 4th instant, we note his remarks as follows:

5738

"*Athenry.* Mr. Mahon booked for us for the past 'year 31 and for Cunards' 37.

"Our prepaids for the year were only 9 whereas the 'Cunards' were 30. The district is both New York 'and Boston.

"*Tuam.* Mr. Walsh booked for us during the past 'year 112 and for Cunards' 88.

"Prepays in this district for the year were White 'Star 63, Cunards' 92."

S. H. O.—3—1190. *Thomas Kirk*, also enclosed. Our agent, W. Russell of Dundalk issued contract ticket A-5-6581 in error for Mr. Kirk's homeward passage. Please therefore substitute the enclosed regular homeward order therefor.

5739

Advance in Continental Westbound (Prepaid) Rates. Referring to cable sent you yesterday by Mr. Ismay, it seems an error was made in advising you, in his previous cable to advance the rates by \$2.50. The cable should have stated ten marks leaving you to adopt for prepaid rates the equivalent as defined in article 15 of the General Pool Contract. For the White Star Line, prepaid rates, inclusive of head tax, off the various Continental ports are now as follows: Amsterdam, Antwerp, Hamburg, Harlingen, Havre,

Cherbourg & Rotterdam \$31.50. Bremen \$34. Libau and Riga \$34.00.

s. s. "Cedric" sails tomorrow, and will have, we expect, about 250 Third Class, including about 20 Scandinavians and Finns.

* * * * *

Emigrant rate to San Jose, California. We attach herewith letter of enquiry from a Mrs. Longhorn, asking us to quote the emigrant fare through from Liverpool to San Jose, California.

5741 Please reply on our behalf to this communication, advising us the rate you have quoted to this point.

We have also received your letter of the 31st ulto., per s. s. "Mauretania," and the several items contained therein will be replied to by next mail.

Yours faithfully,
For ISMAY, IMRIE & CO.

Initials undecipherable.

P. S.

8th April 1908.

5742 *A. E. Johnson & Co.* We attach herewith, for your information, copy of circular letter dated 7th instant, issued by the Conference Secretary here from which you will notice the terms of the cable agreed to be sent Secretary Sandford, New York as to the action of these agents in representing East Asiatic Line and advertising the reduced rates for Italia, Lloyd Sabaudo, Triests, Fiume, Basle and other points \$23 to \$28 with commission of \$3. We shall be glad to hear from you as to the action taken by the Conference in New York.

For ISMAY, IMRIE & CO.

Initials undecipherable.

Petitioner's Exhibit 345.

5743

April 3, 1908.

Messrs. Ismay, Imrie & Co.,
Liverpool.

Gentlemen:

We beg to acknowledge receipt of your favor of 25th ult., per SS "Oceanic."

Continental W. B. Business from Riga. As soon as we receive the information from you as to the ability of the Northern Steamship Co. to arrange for passports, etc., we will issue special circular for distribution among our agents doing a Russian prepaid business.

5744

Trans-Atlantic Movement. We shall be glad to forward you copies of the revised edition when completed.

Hamburg-American Line. We note that hereafter there is no necessity for our advising you by cable of the changes made by the Continental Lines in the Third Class rates, unless we find we are considerably in excess or below our quota under the percentage of the pool allotment, which has our attention.

New Hamburg Line. You will note from rate sheets attached of the N. G. L., Hamburg and French Lines that they have reduced their rates to meet the competition of the sailings of the new Line.

5745

Quarterly Statistic. We enclose herewith statement prepared by Conference, dated Jan. 25th, showing the E. B. and W. B. carryings of the Mediterranean Lines for the last quarter of 1907. This is the only form in which these statistics are now printed, with the exception of the yearly report.

List of Agents. We shall be glad to receive the two lists of agents on your side which you propose to send us.

* * * * *

E. B. Scandinavian Passengers. We have carefully read Messrs. Elster and Dahls' letters, and are

pleased to note that they are meeting all arrivals by this line. We are sorry, however, to note from Mr. Elster's letter that so many of the passengers landing at Christiania have complaints to make against their treatment on the steamers. It does seem very difficult to satisfy the Scandinavians.

* * * * *

5747 *Reduced Eastbound Continental Rates.* The following steamers will sail next week with reduced Third Class rates to meet the competition of the new Hamburg Line steamer "Voluturno" advertised to sail on the 11th inst. with a \$23 rate to Hamburg, and to points beyond at proportionate reductions.

"Barbarossa" to Bremen, April 9th, \$24.00.

"Pretoria" to Hamburg, April 11th, 23.00.

"Hudson" to Harve, April 11th, 23.00.

The Italian Lines have also put in force very low rates to the Mediterranean ports, one of them as low as \$12.00 and another \$15.00. These rates will undoubtedly seriously effect our Continental business to Southern Europe, Italian and Oriental points.

5748 *Anton J. Hanover.* The enclosed forwarding order, No. 6902, Liverpool to Laurvig, was found on the wharf after the sailing of the SS "Celtic," April 2nd. Passenger has no doubt made claim on you for transportation upon arrival at Liverpool.

SS "Celtic" sailed on Thursday with 78 First, 75 Second and 737 Third.

Class passengers. The latter numbers were made up as follows:

English	98
Irish	74
Scandinavian	68
Finnish	24
Continental	429
Basle & Harve	43
Italian	1
Total	737

including 5 deported passengers, making 733 net to be reported to the pool.

Among the deported passengers were two Syrians who came out on the "Majestic," one of them having become insane. We presume you will return these via Southampton and Harve, and that it will be necessary for you to issue one our tickets, of which you have a supply on hand, in order to obtain the benefit of the reduced fares on the French Line. Supplement No. 8 to Joint Tariff No. 13. Copy enclosed.

Will Murray & Party. We duly received your cable of 1st Inst. reading:

5750

"April 2nd, give passage to Liverpool, Third Class, including Third Class London fare, Will Murray and party, 10 adults, also 2 1/2 adults Second Class to Liverpool."

Of this party only 2 1/2 Second Class passengers sailed per SS "Celtic" and 4 Third Class. The others did not show up. They had a great deal of excess baggage, and our Baggage Master being unable to collect on same before the sailing of the steamer gave Purser Brewer a memorandum to collect \$30.00 basing his calculation on the size of the party. As only 6 1/2 fares sailed instead of 12 1/2, there is of course, more than \$30.00 due us. We have, therefore, cabled you today as follows:

5751

"Referring to your cable of 1st, we have given Murray Second Class for 2 1/2 adults, 4 adults only Third Class. Have 550 feet excess, collect charges."

Yours faithfully,

WHITE STAR LINE.

ENCL.

per

5752

Petitioner's Exhibit 346.

Liverpool, 15th April, 1908.

Per SS "Majestic."

Third Class.

Passenger Department,
White Star Line,
9 Broadway,
New York.

Dear Sirs:

5753 Your favor of the 3rd instant to hand, contents noted.

Quarterly Statistics. Thanks for copy of the statement prepared by Conference, dated Jan. 25th, showing East and Westbound carryings of the Mediterranean Lines for the last quarter of 1907, and note that this is the only form in which these statistics are now printed, with the exception of the yearly report.

* * * * *

5754 *Continental Baggage.* We hope subsequently to learn that the recommendation to check Continental, Italian & Oriental baggage (the two latter referring to the indirect route Eastbound), will, after consideration, be acted upon. It will certainly facilitate effective handling here.

* * * * *

Reduced Eastbound Continental Rates. We note your remarks with interest and the probable effect of the low rates upon our Continental business to Southern Europe, Italian and Oriental points. In this connection we give you copy of telegram from Secretary Peters, which explains itself, and to which the Lines have agreed in order to meet the competition of the New Hamburg Line.

* * * * *

Supplement No. 8 to Joint Tariff No. 13, received. The Conference Secretary is compiling a sterling copy for distribution to agents, which, it is expected, will be sent out simultaneously by all Lines at an early date.

Will Murray and party. We are in communication with the London office regarding these passengers, who duly arrived by the "Celtic" and will write you further as soon as we have a reply from them.

General Pool Contract. We attach herewith West and Eastbound statement No. 4 shewing the carryings of the Lines from March 1st to March 31st. We also enclose statement for the period named shewing approximately the position of the Lines and the amount of compensation due, either debit or credit, according to the pool allotments, compared with the actual carryings, which you will find interesting. 5756

Southampton Passenger Situation. Referring to your letter of March 31st, in supplying extract from your letter to the Southampton office they write us under date of April 14th, as per copy of letter attached, which we pass on to you for your information.

S. H. O.-3-1129, Martin Lund. Referring to our letter of February 8th returning this order to you, our agents, Messrs. Haabeth Bros., now advise that the passenger has definitely decided to remain in the United States, and the purchaser therefore desires refund of the passage money paid. Will you please return the order so that we may comply. 5757

Prepaid Business. From return, covering April 1st to April 7th, received by us from the Conference Secretary, we observe that the Cunard Line under the heading of "Prepays sold in America" figure 608 as compared with our 185 from which it would appear that we are falling considerably below the Cunard Line.

s. s. "Celtic." W. Katlewski, 27542, two adults, child and an infant, who arrived ex this steamer. Kindly note and advise agent Henry Bischoff, Broadway, New York that the infant was found to be suffering from gastric nutrition, and was therefore placed in the Brownlow Hill hospital, the parents being housed at our boarding establishment. The family, however, have since been able to go forward, and were despatched to Hamburg from Grimsby on the 13th inst.

Irish Prepaids. From report, dated 11th instant from our Irish travelling representative, we give you the following extracts:

5759

"Achill. Mr. Sweeny, agent. Cunard prepaids in "this District are also very much over ours, a large "number coming from Chicago.

"Ballahamnis. Prepaids for the past year are White "Star.

"21, Cunard 29."

We have also received your letter of the 7th instant, and the several items therein referred to will be dealt with in our next letter.

Movement Card. We attach herewith movement card dated April 1st, and would call your attention to the heading to the foot-notes thereon, reading: White Star Line—New York—Liverpool.

5760

We think it is strongly advisable to insert Queens-town between New York and Liverpool, thus making it read: White Star Line—New York—Queenstown Liverpool. This to be the general rule in all advertising matter.

s. s. "Arabic." This steamer sails tomorrow with about 200 Third Class passengers including about 60 Scandinavians and Finns.

Yours Faithfully,

For ISMAY, IMRIE & CO.,

Initials undecipherable.

ABC.

Petitioner's Exhibit 346

5761

P. S. Up to the time of writing this statement has not been prepared, and we will forward same in our next.

Initials undecipherable.

Copy of Telegram from Secretary Peters, Jena, to Messrs. Ismay, Imrie & Co., Liverpool 23rd March, 1908.

All parties have agreed Hapag to meet Volturno competition 11 April by twenty-three dollar rate; Hapag to be compensated for such reduction up to seven dollars per adult by all Lines in proportion of their Eastbound percentages.

5762

Secretary.

Pencil Notation: I have asked Phillips to secure particulars at Ellis Island.

L. MILLER.

5763

5764

Petitioner's Exhibit 347.

Liverpool 25th April, 1908.

Per s. s. "Lusitania."

Third Class.

Passenger Department,
White Star Line,
9 Broadway,
New York.

Dear Sirs:

Continental Rates.

5765 We beg to confirm our cable of yesterday reading:

"To adjust position pool Eastbound what Continental Steerage rates do you recommend in view of "Continental Lines recent reduction,"

and thank you for your reply to hand this morning as follows:

"Referring to your telegram of the 24th consider "our minus today 2700; presume impossible plus parties advance account conditions; recommend reducing to basis \$28 Hamburg."

5766 We have now to confirm the following cable sent you this morning:

"Advance westbound Continental steerage rates "White Star Line American Line Dominion 150 "Marks all ports excepting Cherbourg 140 Marks; "quote prepaid accordingly. Referring to your telegram of the 25th we approve of your suggestion "Eastbound rate White Star Line Dominion American Philadelphia Line Service only."

and no doubt you will on receipt of this message arrange to have the rates put on the basis indicated, advising Boston in the ordinary way.

Yours faithfully,

Initials undecipherable.

Petitioner's Exhibit 348.

5767

April 24, 1908.

Messrs. Ismay, Imrie & Co.,
Liverpool.

Per SS "Etruria."

Gentlemen:

We are in receipt of your favor of 11th inst., per SS "Majestic."

* * * * *

Reduced Eastbound Continental Rates. We note from copy of Mr. Peter's telegram to you, that all parties have agreed to meet the competition of the SS "Vultarno," April 11th, but a \$23 rate, the Hamburg Line to be compensated for such reduction up to \$7 per adult by all Lines, in proportion to their Eastbound percentages. We presume the same arrangement has been made with the N. G. L., as you are aware that they have quoted and are still quoting for certain steamers and sailings a \$24 rate. You will note from the attached bill issued by the Austro-Americana Line the wide difference in our rates and theirs via the "Adriatic" to points in Southern Europe.

5768

* * * * *

Southampton Passenger Statistics. We are obliged to you for copy of letter from the Southampton Office.

5769

Prepaid Business. We understand that the Cunard Line is getting a larger share of the Russian Hebrew prepaid business than we are. On inquiry at their passenger office here as to their prepaid report between the 1st and 7th inst., we were told that including their Boston Office, but exclusive of Fiume business, their sales amounted to only 200. Our Irish agents in this city state that if anything, they are selling more of our tickets than of the Cunard Line, but with the Scandinavians, the Cunard Line has the preference.

Finnish Eastbound Business. It is claimed that the Wednesday steamers of the Cunard Line connect with the Wednesday boats from Hull to Finland, and that the latter are much superior to the Saturday boats. On this account, the agents state that the Cunard Line gets more of this business than we do.

Hamburg Line. They have reduced their Third Class E. B. rates as follows:

SS "Deutschland" from \$40.00 to \$32.00.

SS "Amerika" and "A. Victoria" from \$38.00 to \$28.00,

5771 All other steamers from \$34.00 to \$28.00.

SHO/3/1129, *Marthine Lund*. Order returned for cancellation and refund as requested.

SS "*Cedric*" sailed yesterday with 178 First, 85 Second and 288 Third Class passengers. The latter numbers were made up as follows:

English	74
Irish	70
Scandinavian	71
Finnish	42
Continental	29
So. African	2
5772 Total	288
* * * * *	*

Cable—Continental E. B. Rates. We received your cable today reading:

"To adjust position pool Eastbound what Continental steerage rate do you recommend in view Continental Lines recent reduction.

After due consideration, we replied as follows:

"Referring to your telegram of the 24th, consider our minus today 2700, presume impossible, plus par-

ties advance account conditions; recommended reducing to basis \$28 Hamburg."

We figure that the Cunard Line is about 3000 plus in their Liverpool Service, and should accordingly advance their rates, but we presume that this is not advisable under present circumstances with the low rates prevailing via Mediterranean ports and the direct lines to Rotterdam and Hamburg. We hope that the reduction to \$28 will give us some share again of the E. B. Continental business.

Yours faithfully,

WHITE STAR LINE,

5774

Per

Encl.

5776

Petitioner's Exhibit 349.

Passenger Department.

Liverpool, April 18, 1908.

*Per R. M. S. "Lucania."**Third Class*

Passenger Department,
White Star Line,
New York.

Dear Sirs:

Your letter of the 7th inst. to hand.

* * * * *

5777

Russian East Asiatic Co. We note that although the Continental Lines have withdrawn their agencies from A. E. Johnson & Co. consequent upon their continuing to act for the Russian East Asiatic Co., the British Lines have not taken any action on account of the Cunard Line declining to cancel their Agency. We are bringing this matter up at the Conference Meeting next week.

Checking Continental Baggage. We hope that the difficulties named will have been overcome, and a trial of checking Continental baggage will subsequently have been made.

5778

Red Posters. Those referred to are now out of print. We are however, forwarding you by the "Celtic" April 23d, 2500 "Star" posters, and will dispatch the balance by the "Baltic" April 30th. We may say that these are the only form of posters, in addition to the Small Stars, we are now circulating.

White Star Colonial Service. As requested, our Colonial Dept. are preparing a good supply of advertising matter, to be forwarded by the "Celtic" next week.

Continental Prepaid Rates. The prepaid rates to Continental points, as quoted in the P. S. of your

letter are quite in order, but we presume exclude head-tax. As we advised you to advance the Libau & Riga rate to Marks 150 on April 8th, you will have made the prepaid equivalent, viz, \$36.50 including head-tax.

* * * * *

American Citizens and Head-tax. Referring to your favor of the 1st inst. we enclose copy of letter addressed last night to the Conference Secretary here, together with copy of the circular referred to, from which you will see that we are trying to bring this matter to a head, notwithstanding the opposition of one or two of the Lines.

5780

Yours faithfully,

For ISMAY, IMRIE & CO.,

A. B. C.

(Other initials undecipherable.)

P. S. Since writing the above, we have been advised that David Williams did not sail by the "Arabic." He informed the Shipping Master that in consequence of family troubles he would not be able to go by the steamer.

Estimated Eastbound Numbers. You do not appear to have advised us these numbers lately for victualling purposes.

5781

For ISMAY, IMRIE & CO.

5782

Petitioner's Exhibit 350.

15th April, 1908.

The Secretary,
North Atlantic Passenger Conference,
James Street,
Liverpool.

Dear Sir:

United States Head Tax.

5783

Referring to our letter of the 10th March, which you had circulated amongst the Lines, and the discussion which took place at the last Conference Meeting, we enclose copy of a communication, dated Washington, D. C., March 27th, 1908, from Commissioner F. P. Sargeant to Mr. Lawson Sandford with respect to this question, a copy of which has probably already reached the other Lines.

In view of the importance which the United States Authorities attach to the United States Lines charging head tax only upon aliens entering the United States, we enclose proof copy of proposed circular embodying a scheme for the consideration of the Lines, which we hope will meet with general acceptance.

5784

The rates scheduled therein are in accordance with the suggestion made by our representative at the last Conference meeting whereby it is proposed that:

(a) *Third Class.* For passengers travelling to Canada or other places via United States the present rates for Canadian business be continued.

(b) For United States citizens a deduction of 16/- from present rates for United States business.

(c) For aliens proceeding to the States 16/-per soul be added to the rates applying to United States citizens.

(d) *First & Second Class.* For aliens proceeding to the States 16/-per soul be added in every case on the minimum fares.

Yours truly,

Petitioner's Exhibit 351.

5785

Messrs. Ismay, Imrie & Co.,
Liverpool.

Per SS "Majestic."

Gentlemen:

We are in receipt of your favor of 18th inst., per
S S "Lucania."

* * * * *

Russian East Asiatic Co. We note that you propose bringing the matter of the disqualification of A. E. Johnson & Co. up at your next Conference meeting. We may say for your information that we get very little business from them.

5786

* * * * *

American Citizens & Headtax. We have read with much interest copy of the letter you have addressed to the Conference Secretary on this matter, and hope to hear that a satisfactory arrangement has been reached. We attach copy of another communication from the Secretary of our Conference on the matter. You will notice that the United States authorities are in earnest with regard to compelling the Trans-Atlantic S. S. Co. to discriminate in their rates in favor of American citizens and aliens in transit.

5787

* * * * *

Estimate of E. B. Numbers. It is impossible to make estimates of numbers of third Class passengers to be expected under existing conditions. The exodus of Continentals is decreasing, and the numbers are not in excess of the capacity of the direct Continental Lines. The reduction in our rates on the basis of \$28 to Hamburg will not effect our numbers on the "Majestic," which from present indications will not

5788

Petitioner's Exhibit 351

exceed 250. The "Arabic" may do better on Thursday. Next month the Scandinavians should begin to move, and for the "Adriatic," May 20th, Mr. Brecke hopes to have 300 from his territory.

We estimate for

	SS "Adriatic," May 20th,	700
	SS "Cedric," May 21st,	500
	SS "Majestic," May 27th,	250
	SS "Arabic," May 28th,	500
	SS "Oceanic," June 3rd,	400
	SS "Celtic," June 4th,	500
5789	SS "Teutonic," June 10th,	250
	SS "Baltic," June 11th,	500

* * * * *

Yours faithfully,

WHITE STAR LINE,

Per.

5790

1931

Petitioner's Exhibit 352.

5791

Liverpool, 2nd May, 1908.

Per s. s. "Mauretania."

Third Class.

Passenger Department,
White Star Line,
9 Broadway,
New York.

Dear Sirs:

Since writing you on the 29th, ulto., we have none of your further favors of which to acknowledge receipt.

* * * * *

5792

Grand Trunk Railway. We direct your attention to the enclosed letter from the local representative of this Company, as we have reserved our reply until we have your views before us, and shall be glad if you will write us on the subject.

Atlantic Conference. We attach herewith weekly statistics—No. 7 for the period 16th-23rd April, showing the carryings, both West and Eastbound in connection with the General Pool.

Cable. We duly received yours of the 30th ultimo., reading:

"Arabic Gothenburg 14, Hamburg 37. Second cabin: Helsingborg one gent and one lady married, "Gothenburg 3 ladies," and the usual forwarding arrangements have been made.

5793

Prepaid Steerage figures. From your cable of the 25th ulto., we note the figures for the past week were 131 British, 17 Italians, 40 Scandinavians and 35 Continentals against 234 British, 28 Italians, 82 Scandinavians and 105 Continentals for the corresponding period last year. We regret to note the general decline shown on this comparison, particularly in the British figures.

5794

Petitioner's Exhibit 352

Competition with the "Avoca." Referring to our letter of the 24th ulto., informing you that it had been decided to compensate the N. G. L. to the extent of \$5 per adult, we have since received a telegram from Secretary Peters (copy attached), and enclose herewith copy of our letter to him, confirming our reply, of 29th ulto., which explains itself.

* * * * *

5795

Victualling Department accomodation. We attach herewith copy of memo. addressed to the Victualling Superintendent allocating the various Third Class rooms in the steamers engaged in the Liverpool-New York Service for the Chef and French Entree and Sauce Cooks. Will you please mark these off on your plans so as to prevent the rooms being allotted to Third Class passengers.

5796

"Cedric" arrived at 7:30 this morning. Owing to a dense fog prevailing at Queenstown the passengers for debarkation there could not be landed. Arrangements were, however, made for them to be forwarded to their destination via Holyhead and Dublin, and in the event of the fare from Dublin being greater than if they had disembarked at Queenstown, the difference will be allowed. The forwarding from Dublin is being taken care of by Messrs. Thomas Cook & Son who have dealt with over-carried passengers on previous occasions.

The other through booked Continental and Scandinavian passengers were dispatched today to their respective destinations, but in consequence of the sailing of the Finnish Steamship Co.'s steamer being cancelled, the Finnish passengers cannot leave Hull before Wednesday next, 6th instant.

Yours faithfully,

For ISMAY, IMRIE & CO.,

A. B. C.

(Pencil Notation, Mr. Curtis.)

1933

Petitioner's Exhibit 353.

5797

March-20-08.

Red Star Line,
Office of the Manager,
Antwerp.

Dear Sirs:

New York Continental Line. Referring to our remarks in our letter of the 10th on this subject we are now able to enclose you copy of the circular which Messrs. Richard & Co. have sent to all agents of the Russian Lines. While the commission in the circular is given as \$2, we have learned from confidential sources that they expect to pay an extra commission of \$1 to make it equal to that paid by the Russian East Asiatic Co.

5798

We learned from a conversation with some of the officials of the Grand Trunk Ry. who were here last week that Messrs. MacKenzie & Mann, Canadian railroad contractors, who as you are aware were said to be the backers of this enterprise, have sunk about \$40,000 so far.

Yours faithfully,

RED STAR LINE.

Per R. H. J.

5799

Petitioner's Exhibit 354.

III CL. PASS.

March 24-08.

Red Star Line,
Office of the Manager,
Antwerp.

Dear Sir:

5801 NON CONFERENCE COMPETITION. We were informed by Mr. Schwab of the Lloyd this afternoon that he was in receipt of a cable from his home office instructing him, in order to meet the competition of the New York Continental Line and the Russians, to adopt their rates for Lloyd regular steamers when sailing against them. He therefore had intended reducing the rate for the "Barbarossa" April 9th, against the Volunteer Fleet Steamer April 8th. "Seydlitz" April 23rd against the Volunteer Fleet steamer April 22nd and the "Luetzow" April 30th against the Russian East Asiatic steamer May 2nd. The Hamburg Line we understand, have received a similar cable and intend to reduce the rate for their regular steamer in competition with the "Vultorno" of the N. Y. Continental Line sailing April 11th. Although we understood from the Lloyd that the measures to be taken against outside competition had been discussed at the meeting held at Cologne this week, as the Holland Line and ourselves were without any instructions we decided to cable you as follows:

5802

"N. G. Lloyd have received cable instructions reduce eastbound Continental steerage rates regular steamers to meet competition Continental Line and Russians. Cable your instructions."

S. S. "Saratov." It may interest you to know that this steamer of the Russian Volunteer Fleet which is to sail tomorrow has stopped booking some days

ago and is about 400 overbooked. We understand they approached the Lloyd with a view of their taking them on their S. S. "Main" sailing on Thursday and were very much put out when informed that they would be obliged to pay the full gross rate of \$26. The passengers for the "Saratov" were booked at \$24 less commission of \$3 and in many cases \$4. We rather imagine, however, that the loss will not fall on the Russian Volunteer Fleet but they will collect the difference in the rate from the passengers.

Yours faithfully,

RED STAR LINE.

Per R. H. J.

5804

Petitioner's Exhibit 355.

III CL. PASS.

March 27-08.

Red Star Line,
Office of the Manager,
Antwerp.

Dear Sir:

NON CONFERENCE COMPETITION. Since writing you on the 24 we received your reply to our cable regarding the reduction of the Lloyd as follows:

5807 "N. D. L. changes Continental eastbound rates are in order." We have just been informed by Mr. Schwab that he has received cable from Bremen agreeing to his recommendation as to the reduction in the rates of his steamers which are competitive against the sailings of the Volunteer fleet and Russian E. Asiatic as mentioned in our letter of the 24th.

5808 The "Main" of the Lloyd which sailed yesterday had 2537. We understand that none of the "Saratov" overbooked were included in these figures. They are keeping them here for the next Russian East Asiatic sailing, the "Estonia." We doubt their being able to retain all these passengers and likely they will be forced to return some of them their passage money, in which case we rather imagine they would only give them the net rate.

Yours faithfully,

RED STAR LINE,

Per R. H. J.

F. V.

Petitioner's Exhibit 356.

5809

III CL. PASS.

April 7-08.

Red Star Line,
Passenger Department,
Antwerp.

Dear Sirs:

Your favors of the 26 and 27 ult. to hand.

N. G. Lloyd REDUCTION IN E. B. RATES.
With reference to your remarks in your favor of the former date as to our reasons for cabling you when the reduction was made by the Lloyd, may say that we did so as result of a conference of all the Continental Lines held here the day the instructions were received. The opinion was that Lines who had not received instructions should communicate with their home offices on the subject. We now, of course, appreciate that it was decided to place the burden of the fight on the Lloyd and Hamburg Line on account of their position in the pool. S. S. "Kroonland" sailed Saturday with 760 Third Class which included 210 transferred from the American Line S. S. "Philadelphia" which was overbooked by that number.

5810

COMPETITIVE SAILINGS. We understand the "Petersburg" sailing tomorrow is full. The "Barbarossa" sailing on Thursday has stopped booking and will probably have a surplus. The "Vultarno" the first steamer of the N. Y. Continental Line passenger service arrived at Halifax yesterday to land passengers and in talking with their agents—Messrs. C. B. Richard & Co.—yesterday they hardly expected she would get away on the 11th. The "Pretoria" of the Hamburg Line also scheduled to sail on the 11th, is likely to be delayed as she had to put into Halifax for coal and heavy weather.

5811

ENCLOSURES. Enclose copy of Cunard Line advance-in-rate circular, N. G. Lloyd Baltimore Service and circular of the Cunard Line for S. S. "Carpathia."

Yours faithfully,

RED STAR LINE,

Per R. H. J.

1938

5812

Petitioner's Exhibit 357.

Antwerp, May 1st, 1908.

Red Star Line,
Third Class Passenger Dept.,
New York.

Dear Sirs:

5813 We are in receipt of your favor of the 17th ulto.
E. B. Business: We note your remarks and would say
that in the meantime there has been some correspond-
ence with the secretary on this subject but we do not
fall in with the proposal of a general reduction of East-
bound rates as we cannot share the opinion that this
would stimulate the traffic. Besides the special rates
agreed upon for certain steamers in opposition to com-
petitive lines offer ample scope for the poorer class of
passengers.

Yours very truly,

RED STAR LINE.

(Signature undecipherable.)

5814

1939

Petitioner's Exhibit 358.

5815

Antwerp, March 26, 1908.

Red Star Line,
Passenger Dept.,
New York.

Dear Sirs:

We received your cable of yesterday regarding North German Lloyd's reduction in Eastbound Continental Steerage rates and confirm our reply that same is in order. We may say that we do not understand why you have cabled for our instructions in this matter. The North German Lloyd has been authorized to make the changes in question and we have to give no instructions otherwise we would of course have cabled you.

5816

Yours very truly,
RED STAR LINE,
Per J. W. Ponney.

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5818

Petitioner's Exhibit 359.

III CL. PASS.

May 29-08.

Red Star Line,
Office of the Manager,
Antwerp.

Dear Sir:

LONDON MEETING. We confirm our cable of yesterday as follows:

"Referring Peters cable May 25th. Finland June 6th, selected with rate twenty four dollars against Volturno."

5819

We have nothing further to add since we wrote you fully on the 26th. We enclose herewith copy of the circular we are issuing to agents today advising them of the reduction in force for the sailing of the "Finland."

5820

CUNARD LINE. With further reference to our remarks of the 26th while no reply has been received by Mr. Sandford from Secretary Peters to his last cable Messrs. Ismay Imrie & Co. have cabled that the lines should promptly arbitrate differences regarding disciplining agents accordance London resolution. We have discussed this cable with Secretary Sandford and the representatives of some of the other Continental Lines and also consulted counsel as to whether we had not a good case for arbitration proceedings. The consensus of opinion is that there is ground for a case against the Cunard Line for breach of Art. 18 as there is no doubt that their action in refusing to join the other parties to the agreement in disciplining agents is giving aid to the opposition by the bad example to other agents of Zetti continuing to book for opposition lines while representing a Conference line. It is proposed to hold a meeting of the Lines on Monday to consider the best methods of bringing about arbitration proceedings against the Cunard Co.

Yours faithfully,

RED STAR LINE.

Per, R. H. J.

Petitioner's Exhibit 360.

5821

III CL. PASS.

May 28-08.

Red Star Line,
Office of the Manager,
Antwerp.

Dear Sir:

LONDON MEETING. Pool Secretary Peter's cables to Secretary Sandford have been promulgated among the lines and we were pleased to see that it was decided to adopt the plan of certain steamers being selected to continue the fight against the competition. A meeting of the General Managers and Heads of Departments was held yesterday to consider the cable on this subject as well as the cable having reference to the enforcement of rules and as suggested a committee was appointed to arrange for the selection of what steamers were thought best to put against the sailings of the Russians and N. Y. Continental Line. We are therefore enclosing you copy of the schedule outlined for the month of June. Of course it is understood that the circulars to agents covering these steamers will only be issued ten days in advance of sailing. In view of the sailing of the N. Y. Continental Line S. S. "Vultarno" being on a Saturday, June 6th, and bearing in mind the fact that the preference should be given to the Continental steamers, particularly with reference to whether they are in the minus or plus, as the Lloyd cable of the 19 of May showed that the Red Star Line was 1051 minus, the "Finland" sailing that day was selected as the fighting steamers, any overplus of this steamer to be transferred to the "President Lincoln" or "Oceanic." Rates to be adopted are to be the same as those of the competition, which are at present \$24.

5822

5823

Petitioner's Exhibit 360

5824

CUNARD LINE. We assume that the matter of the attitude of the Cunard Line towards the disqualification of F. Zotti & Co. was discussed at the London meeting. Notwithstanding the very clear cable which was sent by Secretary Peters to Mr. Sandford stating that the lines were unanimous that Conference rules should be carried out the Cunard Line again refused to agree to the disqualification of Zotti and also refused to consent to the matter being taken to arbitration, on the ground that there is nothing to arbitrate. Their reason for this is that they claim not to be bound by conference rules and regulations with regard to agents, basing this upon a letter which they wrote on the 17th of February withdrawing from all agreements.

5825

The position taken by the Cunard Line here to us all seems illogical and we can hardly credit that the Cunard Line principals abroad will sanction their representatives here suiting their own convenience as to what agreements they see fit to carry out.

Another cable was sent yesterday to Mr. Peters but we do not expect any change in the attitude of the Cunard Line until they receive direct and specific instructions from their home office that they are expected to carry out the rules of Conference.

5826

Yours faithfully,

RED STAR LINE,

Per R. H. J.

Petitioner's Exhibit 361.

5827

Antwerp, May 26, 1908.

Messrs. The Red Star Line,
Passenger Department,
New York.

Dear Sirs:

NEW YORK & CONTINENTAL LINE.

I enclose herewith copy of an agreement made yesterday in London between the A. C. Lines, which is intended to fight the New York and Continental Line in the 3rd class Eastbound passenger traffic. It was considered impossible to designate on this side the competing steamer with the promptness which will be necessary to make the competition of such a steamer efficient and therefore the selection of the steamer is left to a committee to be named by the New York representatives. I think it will be interesting for you to have some more details of the discussion on this subject and which it might be well for the committee to consider in carrying out this agreement.

5828

The question was raised in connection with Section A dealing with the rate, what action should be taken if the Continental Line increases the commission and how this should be met. The answer was that if they paid higher commission then the rate of the competing steamer will be accordingly further reduced. The general opinion was that we could not deal with a net rate, but must make good an increase in the commission of our adversary by a proportionate reduction in our gross rate.

5829

The opinion was expressed that the New York & Continental Line will mislead us by advertising a steamer for a certain date and then when the competition steamer has been advertised they will defer the departure by four or five days so that the steamer would not be hurt by our competition steamer. It is

in view of this question of sailings that it was thought advisable to leave the designation of the competition steamer to a small committee which will have to carefully consider when the steamer is to be advertised and if not notwithstanding all precautions being taken our adversary defers the sailing then there is nothing to be done but to designate a second competition steamer. We have seen that the sailings of the New York & Continental Line are very irregular and when they advertise a steamer for a certain date, the committee will of course have to ascertain whether the steamer will be able to keep that sailing date.

5831

The question was also raised whether a British steamer should not be allowed to be used as the competition steamer, the Continental Lines say that there is not the slightest objection on their part but a British steamer will never be so efficient as a direct Continental steamer, besides a British steamer has to pay the transportation across the North Sea, which is money thrown away and it was also said by the British Lines themselves that it would be very awkward to have a very low rate for continental passengers and that the British rate of the steamer might be affected thereby. I do not think that after the matter was fully discussed any British Line is anxious to

5832

have one of their steamers chosen, the last sentence but one in paragraph three reflects this sentiment. You will yourself easily understand that under this agreement the line owning the competition steamer no matter whether that line is short or in excess in the pool, does not gain or lose anything, unless its regular rate exceeds \$30 or unless the difference becomes greater than \$12 (see paragraph A) but this is not likely to be the case for the next months to come.

Yours very truly,

(Signature undecipherable.)

(Slip attached reading as follows):

Incluse pour
Messrs. The Red Star Line,
Passenger Dept., N. Y.

London, 25th May, 1908.

Prière de renvoyer. Um Rücksendung wird gebeten.

(a) When an Atlantic Conference Line with the consent of the other A. C. Lines puts a steamer on the berth in opposition to an outside eastbound steamer at the same or lower rate than such outsider then the A. C. Lines (including the Line of the opposing steamer) will compensate such line for the passengers forwarded at the reduced rate the difference per adult between the regular rate in operation for the steamer at the time when she was proposed and agreed upon for the opposition but not exceeding \$30—and the reduced rate at which the passengers were carried. Maximum compensation to be \$12. 5834

(b) Opposition steamers to be put on the berth against the steamers of the Russian Volunteer Fleet, the Russian East Asiatic Steamship Company, and the New York and Continental Line for eastbound business. Further extension of this measure is subject to a unanimous decision of the A. C. Lines. 5835

(c) The opposition steamer is appointed by Vote by majority of the members of the New York Conferences (North Atlantic Conference and Continental Conference). Can. Pac. Ry. to be considered to enable them to vote. The chairman shall have a casting vote in the event of the votes being divided equally. In their decision the members shall be guided by considering which steamer is best suitable for being most efficiently opposed with regard to date of sailing, preference

by steeragers, capacity, etc. These terms being nearly equal the steamers sailing direct for the Continent of such party that is short or most short shall be appointed. If a British Line steamer is selected it must be subject to the consent of the Line concerned. The New York Conference to be at liberty to appoint a small committee to carry out this clause.

5837 (d) If for such an opposition steamer more passengers are booked than she can carry then the A. C. Line which carries the excess is entitled to a compensation per adult to the amount of the difference between the rate which the passengers have paid and the regular rate of the carrying steamer at the time when the opposition steamer was appointed except if in the meantime her rate has been reduced, subject to the limitations provided for in clause a.

(e) The Compagnie Generale Transatlantique and the Austro Americana participate in the compensation in the proportion of their share to be fixed by a special agreement between them and the N. D. L. V. Lines. These agreements to be tabled.

5838 (f) The amounts of compensation to be paid by the Atlantic Conference Lines in the proportion of their eastbound percentages which will be adjusted in accordance with clause e.

(g) Any line may withdraw from this agreement at any time by giving thirty days' notice.

(Signature undecipherable.)

1947

Petitioner's Exhibit 362.

5839

III CL. PASSGR.

June 30-08.

Red Star Line,
Office of the Manager,
Antwerp.

Dear Sir:

We are in receipt of your letter of the 19th and note your remarks with reference to the large number carried by the "Potsdam" the fighting steamer against the "Cherson" of the Russian Volunteer Fleet. While the latter steamer, it is true, had 850 passengers which you think is very satisfactory considering the large number taken by the "Potsdam" and leads you to doubt the wisdom of agreeing on a fixed steamer so far in advance, we would point out that most of the "Cherson's" passengers were booked prior to the "Potsdam" advertising the fighting rate of \$22. However at the meeting of the committee held today to consider best means to meet the competition of the next non-conference steamers, we agreed only for the next sailing of the Continental Line, the "Voluturno" on the 18th, for which we have fixed the "Zeeland" as the fighting steamer, but in view of the possibility that the "Voluturno" sailing may be changed we have decided not to issue any circular until the 10th or 11th, about a week before the sailing.

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5841

Yours faithfully,

RED STAR LINE,

Per

1948

5842

Petitioner's Exhibit 363.

Antwerp, 19th June, 1908.

Messrs. The Red Star Line,
3rd Class Passenger Dept.,
New York.

Dear Sirs:

5843

I notice from the telegram received from our secretary Mr. Peters, that the Pottsdam which was the fighting steamer this week carried about 2200 third class passengers whilst the Cherson had 850 third class passengers. I think this is a nice result for the latter steamer and that it justifies the suspicion whether the agents have not become aware, through some indiscretion, of the agreement and now handle things so that whilst the fighting steamers get a large number of passengers the steamer that is to be fought is not discouraged and in this way the fight could go on definitely and the agents alone will have the benefit therefrom. I believe it was an absolute mistake to fix the list before hand for so many steamers, the Committee should have dealt with each steamer separately and with the greatest discretion so that the steamer to be fought is to some extent taken by surprise.

Yours truly,

(Signature undecipherable.)

5844

1949

Petitioner's Exhibit 364.

5845

III CL. PASS.

June 19-08

Red Star Line,
Office of the Manager,
Antwerp.

Dear Sir:

We are in receipt of your letter of the 9th and note your comments on the list of fighting steamers in opposition to the Russian and N. Y. Continental Line selected by the committee of Conference. Your criticism as regards the possibility of this list becoming public was later considered here as you will doubtless have received ere this our letter of the 3rd inst. in which we advised you that it had been recalled. We felt, however, there was no necessity of asking you to return the copy which we mailed you. It is possible that you are correct that it is perhaps inadvisable to fix the fighting steamers so far ahead. However the last opposition steamers fixed are those to sail against the "Russia" next Wednesday. So far there has been no attempt made by the competition to change their sailing date but we have been careful to watch the situation. As you may know we delayed fixing the sailing against the "Avoca" on the 20th as it was felt this steamer would not go out and the "Friederich der Grosse" was not decided upon as competitive sailing with the excess to go to our line until the arrival of the "Jelunga" and when we felt confident she was to sail tomorrow. When the committee again meets to consider the next opposition sailing, which will not be until some time next month in view of the cancellation of the Volunteer Fleet sailings, we will endeavor to carry out your suggestions as regards fixing the competition sailings from sailing to sailing instead of in advance as before.

5846

5847

Yours faithfully,

R. H. J.

Petitioner's Exhibit 365.

III CL. PASS.

June 16, 08.

Red Star Line,
Office of the Manager,
Antwerp.

Dear Sir:

5849 COMPETITION RATES. On Saturday the "Jelunga" of the N. Y. Continental Line arrived and it was ascertained by the Committee that her sailing had been fixed for Saturday next the 20th. In view of this it was recommended by the Committee that the S. S. "Friederich der Grosse" of the N. G. Lloyd would be fixed as the fighting steamer at a rate of \$22 and the surplus, if any to be given to the "Zeeland" sailing the same day. Also in view of the great efforts being put forth by the Russian East Asiatic Co. through their agents Messrs. A. E. Johnson & Co. to secure large numbers for their new S. S. "Russia" scheduled to sail from here on the 24th, which steamer has been receiving a great deal of publicity in the Continental and Jewish papers, it was felt that it would be advisable to reduce the rate for the "Noordam" sailing the 24th in addition to the "Prinze Friederich Wilhelm" sailing the 25th. We might say that when 5850 the Committee first met to consider the situation some two weeks ago it was thought that it would be inadvisable to have three Holland ships in succession as fighting steamers and for that reason the "Noordam" was omitted as competitive steamer to the "Russia," but feeling that possibly the "Pr. Friederich Wilhelm" sailing the day after might not be effective, it was thought better to include the "Noordam" sailing the same day so that these two steamers between them would be able to draw from the "Russia."

Yours faithfully,

For RED STAR LINE,

R. H. J.

Petitioner's Exhibit 366.

5851

III CL. PASS.

June 9-08.

Red Star Line,
Office of the Manager,
Antwerp.

Dear Sir:

CUNARD LINE. Since we wrote you on the 26 and 29 ult. regarding the Cunard Line's attitude with reference to the disqualification of Zotti several cables have been passed between Secretary Peters and Secretary Sandford which no doubt you have seen. Yesterday the Secretary transmitted to the lines the following letter from Mr. V. H. Brown of the Cunard Line:

5852

"We are in receipt from the Home Office, Liverpool, of the following copy of cable sent by Cunard to Secretary Peters:

'Referring my telegram June 6th, and Sandfords cable we cannot agree submit general questions interpretation of Pool Agreement and Resolutions to arbitration because we agree that any agent who consistently and deliberately give Continental business to Italian Lines or other competing lines is liable disqualification—if Conference Lines consider this course expedient of which we still have grave doubts only possible question for arbitration is whether such agents and/or other agents actually doing this—we are sending our New York representative copy of this message.'

5853

You will note by above that the Cunard Company while expressing grave doubts as to the expediency of action proposed by the Conference Lines is not disposed to further stand in the way of carrying out the policy and wishes of the other parties to the agreement."

We also understand that Mr. Brown told the secretary that the Cunard Line would at once take up their tickets from Mr. Zotti. It is satisfactory to know that the head office of the Cunard Line interpreted the Atlantic Conference Agreement as binding on their office here and we feel confident that the action now taken by the Cunard Line in removing its tickets from Zotti, while perhaps late in the day will still have a salutary effect on agents who have been pointing to Zotti as an agent who was able to set Conference rules at defiance.

5855

"Finland" Saturday. As you have learned by cable this steamer on account of the fighting rate of \$2.4 was full and the surplus of about 180 was transferred to the "Oceanic." In this connection may say that the committee appointed to carry out the details in connection with reduced rate steamers were in doubt as to whether the excess should go to the "President Lincoln" of the Hamburg Line or the "Oceanic," Messrs. Winter and Nyland having the impression that the British Lines being in the plus the surplus should go to the "President Lincoln." We were convinced, however, judging by the latest data before us, *i. e.*, Atlantic Conference Statistic E. B. No. 10, that the British Lines were in the minus and it would be proper to tender the business to the "Oceanic."

5856

After some discussion the writer, who was on the committee, was able to bring the other members around to our point of view. Director Von Helholt of the N. G. Lloyd, however, who was with us at the time, felt that it was desirable that the committee should be in possession of later data as regards the standing of the parties and it was decided to send a cable to Secretary Peters asking him to wire for the use of the committee the relative position weekly of the British and Continental groups in order to ascertain to whom excess, if any, should be diverted. We were pleased to receive his reply this morning as follows:

1953

Petitioner's Exhibit 367

5857

"Shortage and May Holland 790 Red Star 3739,
American 1797 White Star 3056."

Which clearly confirms our view and justifies the
position we took in claiming that the "Finland's" ex-
cess should be given to the "Oceanic."

Yours very truly,

RED STAR LINE,

Per R. H. J.

Petitioner's Exhibit 367.

5858

Antwerp, 9 June, 08.

Messrs. The Red Star Line,
Passenger Dept.,
New York.

Dear Sirs:

I have seen the list of the fighting steamers which
were selected by the New York Committee in opposi-
tion to the Russian and Continental Lines. Is it wise
to fix the fighting steamers such a long time ahead and
to issue a list? Are you not afraid of indiscretions
which may have for result that the Lines in question
will play the nasty trick upon you to defer their sail-
ings by a few days. It would seem to me that the
Committee should not disclose before hand what their
decisions are but that they should deal with each case
as it comes up.

5859

Yours truly,

R. H. J.

(Other initials and signature undecipherable.)

1954

5860

Petitioner's Exhibit 368.

III CL. PASS.

June 3, 1908

Red Star Line,
Office of the Manager,
Antwerp.

Dear Sir :

New York-Continental and Russian Lines.

5861 We are in receipt of your letter of the 26th with enclosed copy of the agreement made at the London meeting of the Atlantic Conference Lines, at which fighting measures against the competition of the above mentioned companies was adopted.

The points which you have elucidated will be of much value in the meetings of the sub-committee which has been appointed to carry out the work in details.

5862 In our letter of the 28th ult. we sent you a copy of the schedule for the month of June. After this schedule had been issued by the secretary, the North German Lloyd consulted counsel on the matter and it is his opinion that the copies of the schedule should be withdrawn in view of the expressions contained therein, which were held to be a violation of the Sherman and Trust laws. The only copy in our possession was the one we sent to you. Of course, there is no necessity of returning this to us.

We quite agree with your view that it will be very necessary for us to carefully watch the sailings of the competition, particularly the Continental Line, as it is more than likely that they may be disposed to mislead us by postponing the sailing of the steamer from the day advertised, in which event we note, it is the opinion that a second competition steamer can be designated.

None of the steamers of the British Lines have been used as a competition steamer but some as in the case

1955

Petitioner's Exhibit 368

5863

of the Oceanic, have been selected for any surplus that the fighting steamer may have.

As we cabled you last week the Finland on Saturday will sail in competition with the Volturno.

The New Amsterdam which sailed today had 1507 third class passengers. It was too late when the fighting rate was put out for this steamer to fill her capacity.

Yours truly,
RED STAR LINE,
Per

5864

5865

Petitioner's Exhibit 389.

III CL. PASS.

July 14-08.

Red Star Line,
Office of the Manager,
Antwerp.

Dear Sir:

COMPETITIVE SAILINGS.

5867 Referring to our letter of the 10th in which we wrote you regarding the measures to be adopted to meet the next sailings of the Russian East Asiatic Co. on the 22nd and the N. Y. Continental Line on the 28th. In view of the sailing of the "Potsdam" on the 22nd having been withdrawn the Committee were obliged to deal with this matter again and the "Bremen" sailing the 23rd has been recommended as the fighting steamer. In this connection may say that there was some difference of opinion in the Committee as to whether in view of the Lloyd being in the plus in the pool it would not be advisable to select the "Arabic" as the fighting steamer on account of the White Star Line being a minus party. We, of course, quite agree that all things being equal a Continental

5868 steamer is the most effective but in the present case we felt that the "Arabic" could, at the reduced rate, draw as much from the "Estonia" sailing the day after as the "Bremen." However, as we have stated, it has been finally decided to make the "Bremen" the fighting steamer.

Yours faithfully,
RED STAR LINE,
Per R. H. J.

1957

Petitioner's Exhibit 370.

5869

III CL. PASS.

July 10-08.

Red Star Line,
Office of the Manager,
Antwerp.

Dear Sirs:

COMPETITIVE SAILINGS. The small committee met on Wednesday to consider what should be done to arrange fighting steamer against the next departure of the N. Y. Continental Line. From the information that they had it appeared that the "Voluturno" was to sail on Tuesday the 28th. This date, it seems to us, was specially fixed so as to have a date which made it difficult for the Conference Lines to properly meet the competition. Tuesday is the sailing day of the Lloyd express steamers and of course, as you are aware, the accommodation of these steamers is quite limited. We therefore had planned for arranging fighting rate on the "Gothland" sailing the 25th and the "Noordam" the 29th. We were later advised, however, that the "Jelunga" was to sail on the 25th. This sailing has been cancelled and we learned this morning that this steamer will take the place of the "Voluturno" on the 28th, the latter steamer not sailing until August 8th. It now appears that the "Estonia" of the Russian East Asiatic Co. sailed from Rotterdam on the 4th although the papers had reported that she sailed on the 6th. Messrs. A. E. Johnson & Co. advised that they would probably dispatch the steamer. Therefore the Committee came together again this afternoon and in view of the practical certainty of the "Estonia" keeping her present advertised date of July 22nd it has been recommended to fix the "Potsdam" sailing the same day as the fighting steamer and the "Noordam" on the 29th against the "Jelunga" sailing the 28th.

5870

5871

Yours faithfully,

RED STAR LINE,

Per R. H. J.

5872

Petitioner's Exhibit 371.

III CL. PASS.

July 7-08.

Red Star Line,
Office of the Manager,
Antwerp.

Dear Sir:

5873

RATE SITUATION. The Secretary of Conference passed to the lines today a letter from the Hamburg American Co. asking for an immediate meeting of the heads of Passenger Departments of the lines to consider cable Mr. Boas had received from Director Storm of Hamburg in which he suggested the strong desirability of all lines reducing rates, the reason given being the increased number of Continentals carried by the Italian Lines. Mr. Boas concurs in the idea but it has been found impossible to arrange for a meeting before Thursday. We are not inclined to feel that it is desirable to further reduce rates. The numbers we are obtaining at present rates are quite satisfactory; for instance the number taken by the "Finland" last Saturday, viz., 1036. The American and White Star Lines are taking fair numbers on weeks when there is no competitive sailing or fighting

5874

rate steamer. Judging from the numbers of Continental passengers carried by the Italian steamers given in the weekly statistic which was sent you last Friday they are not so extremely heavy and with the possibility of some settlement being reached at the meeting of Messrs. Rallin and Crespi to be held later this month we are inclined to feel it will be better to wait a while before making any general reduction in rates and further we believe that the plan agreed to at the recent London meeting fully meets the situation as regards the competition of the New York Continental and East Asiatic Line.

AMERICAN ATLANTIC CONFERENCE. We are enclosing with this letter copies of the awaiting confirmation minutes of the first two meetings. At the first meeting the Cunard Line had raised the question as to whether any action against agents could be taken which was not contained in the minutes and resolutions adopted at London last February. They wished to start out afresh not desiring to take action on the complaints which had been pending prior to the deadlock between Conference and the Cunard Line. However they finally consented to submit the present rules of the two Conferences (Continental and North Atlantic) to counsel for opinion and this has since been received and referred to in Minute 7 of the meeting of July 2nd. This being favorable to the rules of the lines regarding disciplining agents the Cunard Line consented to join in the action of the others contained in the minutes adopted at that meeting, so we hope that now that everything is in smooth working order we will be able to hold our meetings regularly hereafter.

5876

Yours faithfully,

RED STAR LINE.

Per R. H. J.

5877

5878

Petitioner's Exhibit 372.

III CL. PASS.

July-3-08.

Red Star Line,
Office of the Manager,
Antwerp.

Dear Sir:

5879

RUSSIAN VOLUNTEER FLEET. It will interest you to know that Messrs. C. B. Richard & Co., General Agents of this line, have sent a circular to agents to return all prepaid tickets. We suppose this action is due to the cancellation of the sailings. As we wrote you in our letter of the 30th the "Zeeland" has been selected as the fighting steamer against the "Volturno" with what surplus there might be to go to the "California" and "St. Louis." We will, however, wait before sending out circular to see if there may be a change in the date of the Continental Line's departure as there are rumors that the steamer may not sail on the date at present fixed for it.

5880

EXPENSES IN CONNECTION WITH IN-
LAND TRANSPORTATION OF BONDABLES.
You will be interested in copy of report of the Committee on Immigration and Navigation Laws and a copy of the brief in the test case against the Hamburg American Line. May say that the large number of bills against the lines have been recalled and we have today received for the Red Star Line these amended according to the decision which reduced the expense more than two-thirds.

Yours faithfully,

RED STAR LINE.

Per

1961

Petitioner's Exhibit 373.

5881

III CL. PASS.

August 18-08.

Red Star Line,
Office of the Manager,
Antwerp.

Dear Sir:

OPPOSITION STEAMERS. Referring to our letter of the 14th our Accounting Dept. were unable to complete the statement of the passengers secured by the "Finland" on her June voyage eastbound at fighting rates but it has now been finished and we are giving you same below. 5882

Total No. of Passengers 1130½ statute adults
less 5 Bondables

3 E. B. Prepays

84 at \$28 rate

—
92

92

1038½ statute ad. at \$24

on which we should be compensated at \$4 each,
amounting to \$4154.

Yours faithfully,

RED STAR LINE.

F. V.

Per

5883

Mr. Farley,

There were 1130½ statute adults on the "Finland," June 6th, and deducting the 5 bondables, 3 Antwerp prepays & 84 full rates leaves 1038½ cut rates at \$4 equalling \$4154.

(Initials undecipherable.)

5884

Petitioner's Exhibit 373

In reply please refer 106/3008 to this number.

Antwerp, 3rd August, 1908.

Red Star Line,
Passenger Department,
New York.

Dear Sirs:

OPPOSITION STEAMERS.

Kindly let us have regularly your statements about the passengers booked for our steamers or overbooked by other conference steamers and carried by our line at fighting rates, mentioning at the same time the rate at which these passengers have been transported.

5885

As you are aware from the by-laws of agreement AA, clause 20, the difference in rates must be paid by the Atlantic Conference Lines in proportion of their eastbound percentage, and we have to hand our account to the Secretary, Mr. Peters, so that he may state which amount is to be refunded to us by each Line.

Kindly let us have your statement of the passengers carried up to date at fighting rates at your earliest convenience, and oblige

Yours very truly,

RED STAR LINE.

5886

Signature undecipherable.

(Pencil Notation)

1064

135

1064-135-96

96

5-

Bondables

1295

1059-135

77-17

Issued and \$28 rate.

982-118

59

1041

Stat ad-paid at \$24 rate.

L.

1963

Petitioner's Exhibit 374.

5887

III CL. PASS.

August 18-08.

Red Star Line,
Office of the Manager,
Antwerp.

Dear Sir:

COMPETITION SAILINGS. The "Finland" on Saturday had 1398 with an excess of 177 against the "Korea" of the Russian East Asiatic Co. with 488. We think you will agree that the "Finland" did very well as a fighting steamer.

5888

As intimated in our last letter it has finally been decided to fix the "Zeeland" this week as the competitive steamer against the "Voturno" of the N. Y. Continental Line sailing the same day. Our circular reducing the rate to \$22 was mailed Saturday (copy enclosed). The "Voturno" is not so well known and as good a ship as the "Korea" and we do not think will secure as many passengers. There is no sailing of any of the Italian Lines on Saturday.

Yours faithfully,

RED STAR LINE.

Per

F. V.

5889

5890

Petitioner's Exhibit 375.

III CL. PASS.

August 7-08.

Red Star Line,
Office of the Manager,
Antwerp.

Dear Sir:

FIGHTING RATES.

5891 As we have before advised you the "Barbarossa" was fixed to meet the competition of the "Russia" the result being as follows:

"RUSSIA"	750
"BARBAROSSA"	1420

5892 The small committee met this afternoon to consider selection of steamers to meet the next competitive sailings which are at present advertised, viz, the "Korea" of the Russian East Asiatic Co. on Aug. 15 and the "Vultorno" of the New York Continental Line on the 22nd. At first the "Korea" was advertised for Monday the 17th but was later changed to the 15th, which we have learned through our freight connections is the now advertised date of departure. The Russian East Asiatic Co. some time ago advanced their rate to \$26 less \$3 commission but dropped it to \$24 for the "Russia" when the "Barbarossa" was put on against her. Mr. Straus of the R. E. A. has intimated that they intend to return to \$26 for the "Korea," but we have clear evidence from booking agents on the East Side that they were booking freely at a \$24 rate with \$3 commission. We therefore decided to select the "Finland" sailing the 15th as the competitive steamer at a rate of \$23 less \$2 making the net rate the same for both lines. The circulars announcing this reduction will be mailed tomorrow

so as to reach agents hands by Monday. This we believe is not too early a notice. Some time ago you rather criticised us for announcing a rate too far in advance and we have been careful of late to limit the notices to 7 or 8 days. If the "Volturno" holds to the present date advertised the "Zeeland" will probably be selected. As the "Volturno's" present rate is \$23 less \$3 the "Zeeland's" rate will be \$22 less \$2.

We will not cable you as no doubt the cable which the Secretary's office will send to Mr. Peters will be promulgated among the lines.

W. B. BUSINESS. You will no doubt have noticed that our prepaid business is beginning to show an increase. In fact the Red Star Line have held their own right along. Report 982 going forward this week is for 405 souls.

Yours faithfully,

RED STAR LINE.

Per R. H. J.

K.

5894

5895

1966

5896

Petitioner's Exhibit 376.

III CL. PASS.

August 4-08.

Red Star Line,
Office of the Manager,
Antwerp.

Dear Sir:

5897 COMPETITION SAILINGS. As advised you before the "Barbarossa" is the fighting steamer selected to sail this Thursday against the "Russia" on Wednesday. A. E. Johnson & Co. of the Russian East Asiatic Co. reduced the rate for the "Russia" from \$26 to \$24 with \$3 commission. The small committee are now considering what steamers should be selected to meet the sailings of the "Korea" of the East Asiatic Co. on the 15th, and the "Volturno" of the N. Y. Continental Line on the 22nd. In all probability in view of our minus the "Finland" and "Zeeland" will be chosen. You will no doubt be advised of this through Secretary Peters.

Yours faithfully,

RED STAR LINE.

F. V.

Per R. H. J.

5898

1967

Petitioner's Exhibit 377.

5899

III CL. PASS.

May 12-08.

Red Star Line,
Passenger Dept.,
Antwerp.

Dear Sirs:

Your favors of the 30 ult. and 1 inst. to hand, "ZEELAND" HENCE MARCH 28—"VADERLAND" HENCE APRIL 18. We are obliged for the immigration documents duly signed in the cases of Philip Kaufman and Rochol Surkes deported on these steamers which we are forwarding to Ellis Island. 5900

REJECTED PASSENGERS. Thanks for the list to May 1st which we are passing to Mr. Watchorn.

REDUCTION E. B. RATES. We duly received your cable of the 9th reading as follows:

"Reduce eastbound Continental steerage rates to \$30." In accordance with same we immediately telegraphed our joint offices and issued circular to agents, copy of which we are enclosing.

S. S. "FINLAND" sailed from here last Saturday with 152 Third Class.

S. S. "VADERLAND" after a good passage docked early this morning landing all classes of passengers. 5901

COMPETITIVE SAILINGS. The "Jelunga" of the N. Y. Continental Line which sailed Saturday had 6-12-720. There are no further sailings of this line during the current month, the next being the "Volturno" June 6th. The next Russian East Asiatic Steamer is the "ESTONIA" May 27th. The Volunteer Fleet have no steamer advertised to sail until the "Saratov" June 3rd so that the Continental Lines practically have no competition to meet from the above

1968

5902

Petitioner's Exhibit 377

lines this week or next. The reduction in our rate to \$30 no doubt will stimulate outward business and we look for increased numbers on the "Vaderland."

ENCLOSURES. Enclose Continental Conference Complaint Committee minutes #154 change in rate notice 356 and copies of our letters of even date to Liverpool and Southampton.

Yours faithfully,

RED STAR LINE.

F. V.

Per R. H. J.

5903

5904

1969

Petitioner's Exhibit 378.

5905

III CL. PASS.

June 26-08.

Red Star Line,
Passenger Department,
Antwerp.

Sirs:

Since writing you last, we have none of your favors to acknowledge.

COMPETITIVE SAILINGS. The "Russia" of the East Asiatic Co. sailed Wednesday with 19-60-900. Of the fighting steamers the "Noordam" had 1120 and the "Prinz Friederich Wilhelm" the day following 1759. We think that if it had not been for the fact that the fighting rate was applied to the "Noordam" the "Russia" would have had even a larger number. No further fighting steamers have so far been decided upon. 5906

PREPAID 51781. We enclose letter from our Chicago office which is explanatory. You will note that the boy's father is in this country. Under the circumstances, therefore, it will be permissible for the boy to come alone although under 16 years of age. Kindly do the needful and oblige.

"KROONLAND." For this steamer sailing tomorrow we look for from 350 to 400 Third Class. The bulk of the Continental business naturally went earlier in the week taking advantage of the sailings of the "Noordam," "Russia" and "Prinz Friederich Wilhelm" at the \$22 rate. 5907

Yours faithfully,

RED STAR LINE.

Per R. H. J.

1970

5908

Petitioner's Exhibit 379.

III CL. PASS.

June 23-08.

Red Star Line,
Passenger Department,
Antwerp.

Dear Sirs:

Your favor of the 12th to hand.

5909 S. S. "ZEELAND" sailed Saturday with 302 Third Class, all our own bookings as we did not get any surplus from the "Friederich der Grosse," the competitive steamer against the "Jelunga." The "Friederich Der Grosse" had 1007 and room for several hundred more.

As regards the "Jelunga" we understand this steamer sailed with only 246. The report is that there were about 400 booked but owing to a fire among the mattresses on the steamer there were a number backed out and refused to sail.

S. S. "KROONLAND" arrived this morning landing all classes of passenger.

5910 PASSENGERS IN TRANSIT TO CANADA. You will be interested in a copy of the report of the Committee on Immigration & Navigation Laws which we are attaching herewith. This simply embodies the position taken by the Canadian authorities of which we advised you in our letter of June 5th.

As regards the undertaking with the Canadian Government as to the deportation of aliens brought by steamers landing at U. S. ports, we desire to say that we have signed same in behalf of the Red Star Line that we are prepared to return all such aliens, which has been forwarded to Ottawa.

Yours faithfully,

RED STAR LINE,

Per

1971

Petitioner's Exhibit 380.

5911

III CL. PASS.

June 19-08.

Red Star Line,
Passenger Department,
Antwerp.

Dear Sirs:

S/s "ZEELAND." For this steamer tomorrow we only expect between 200 and 300 Third Class. While she is to take the surplus of the "Friederich der Grosse," the fighting steamer against the "Jelunga," the Lloyd steamer has such a large capacity that they feel they will be able to accommodate all offering and as it looks now they do not expect to have more than between 900 and 1,000. 5912

DEPORTED ALIENS. We enclose you copies of notices from the Commissioner of Immigration, in the cases of two aliens Bogdan Covic and Konstantin Stankiewicz.

Yours faithfully,

RED STAR LINE.

Per R. H. J.

5913

5914

Petitioner's Exhibit 381.

III CL. PASS.

August 14-08.

Red Star Line,
Passenger Department,
Antwerp.

Dear Sirs:

Your favors of the 3rd inst. to hand.

5915 **OPPOSITION STEAMERS.** We note your wishes to send you a statement of passengers carried at fighting rates in accordance with by-law 22 (not 20 as given in your letter) of Agreement A-A. As no doubt you are aware up to now we have only had one steamer which has participated in the fighting rates viz. the "Finland" Voyage 67 E. B. June 6th, and our Auditing Dept. are preparing a statement as desired which we are enclosing you herewith. We have excluded from the statement the few passengers who booked for this sailing at full rates prior to the time when the fighting rate was adopted. We will in due course send you a similar statement covering the passengers by the "Finland" tomorrow, which is our second fighting rate steamer. As regards transfers from other lines having fighting steamers which had a surplus will say that we have not had any such passengers. The other fighting steamers have been those of the Holland Line and N. G. Lloyd sailing Tuesdays and Wednesdays and they have not had any surplus to transfer to us.

5916

S. S. "FINLAND." This steamer sailing tomorrow on account of the reduced rate will be full in Third Class.

"FINLAND" 69 W. B. We beg to advise that we have been notified by the Commissioner of Immigration of imposition of fine on account of Theo. Kelsch a second class passenger, having been certified as suf-

fering from trachoma. We understand this passenger was brought over on the understanding that the parents are citizens but the claims of citizenship, however, have not been recognized although the parents are protesting it. Meanwhile the fine has been paid under protest.

DEPORTED ALIENS. Enclosed please find copies of letters from the Commissioner of Immigration *re* Anna Hullecker and James Radler who will probably be deported on the "Finland" tomorrow under Bureau Circular 22.

S. S. "FINLAND." We regret to advise that on arrival of this steamer we were notified that third class passenger Albert Heller died of peritonitis on August 4th and was buried at sea. In accordance with the regulations the effects of the deceased have been turned over to the Public Administrator.

5918

Yours faithfully,

RED STAR LINE.

Per R. H. J.

5919

Petitioner's Exhibit 382.

March 17, 1909.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen :

5921 Enclosed we herewith beg to hand our Company a tariff issued by the Austro American Line for Russian prepaid passengers from interior points in Russia. You will see from this tariff, the rates are quoted from interior points in Russia to Trieste, which includes the expense at the frontier for passengers who emigrate without passports from Russia. At the same time the Austro American Line have sent out the following letter to the agents doing Russian prepaid business ;

5922 "Enclosed we beg to hand you our tariff for Russian prepaid passengers. The rates quoted in this tariff include the rail fare from the interior of Russia to the port of embarkation in Trieste, and all expenses on the Russian-Austrian frontier to bring over the passengers even without passports. In case that the passenger has already a passport, the quoted rate will be less \$5.00. The Company has made arrangements recently to the effect that Russian prepaid passengers will have any assistance by the Company's agents on the Russian frontier, and will be carefully guarded and directed to the port of Trieste. As our passengers can avoid the annoyance of the Quarantine stations, and the rates quoted in our tariff are acceptable, we hope that you will be able to increase the prepaid business over our line."

"Signed, Phelps Bros. & Co., G. P. Agents."

We submit this to you for your information.

We also beg to enclose you herewith a copy of a statement made by Mr. J. Nelidoff printed in the American Orthodox Journal, which explains itself. We have been personally in good connection with Mr. Neli-

doff and have given him every assistance he required at the time he was here. This proposition made by Mr. Nelidoff is certainly of the greatest importance, as if it goes through, no Russian passenger will smuggle over the frontier, but go the regular way, and as Libau is so far the only port from which Russian steamers are going to the United States, it will increase the business so much that you will probably have a steamer every week. It was told to us, that only on account of this new emigration slips, the Russian Volunteer Fleet is starting again, and the "Wladyka" of the Russian Church in New York, has informed us that this question has already been taken up and has been decided in a favorable way, as he received a private letter from Minister Stolypin.

5924

We also had a talk with the Russian General Imperial Consul, but he did not receive any information about it, and told us that he does not believe that this arrangement has already been made. We also have no faith in this because you would have notified us at once, but it is nevertheless a fact that this proposition has already been made and we hope it will be accepted by the Duma. In case you should need the views of the Russian Imperial General Consul, regarding this matter, the Vice Consul, Peter L. d'Adomovitch promised to assist us in this matter as much as possible, as he is entirely of the same opinion as Mr. Nelidoff is. Will you kindly inform us as soon as possible about this matter, and oblige,

5925

Yours very truly,

Copy to Copenhagen.

Petitioner's Exhibit 383.

March 13, 1909.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen:

5927 We beg to enclose herewith a circular of the North West Transport Company, which has been sent out yesterday afternoon. You will see from the same that the rate to Rotterdam is the same as ours, \$28.00, but by booking a passenger to the interior, they have taken the rail fare that the Hamburg American Line quote, therefore the steerage rate of \$30.00 to Hamburg is simply as a blind, as the rate to Posen from Rotterdam is \$4.30, therefore it should be \$32.30, while the rate quoted in this circular is \$30.65. This shows that steamers going from New York are calling at Hamburg and land the steerage passengers, in order to obtain the cheaper inland fare.

We have called the attention of the Conference to this, and Mr. Sandford will take this matter up with the other lines. This is for your information.

Yours very truly,

Copy to Copenhagen.

1977

Petitioner's Exhibit 384.

5929

March 11, 1909.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen :

Maintenance of Conference.—We beg to acknowledge receipt of the Company's esteemed favor of the 26th ult., and note the Company's remarks on the above subject.

Our Mr. Johnson has today had a talk with Secretary Sandford on this subject, and reaffirmed the Company's views as well as our protest to the effect that \$500.00 for the Russian East Asiatic Steamship Co., to pay toward the maintenance of Conference is excessive and unreasonable, and we called the attention to the limited number of sailings, as well to other lines that have more frequent sailings and what they are paying and have been paying. 5930

Mr. Johnson also suggested to Secretary Sandford that he communicate with the Standing Committee of the Conference, who has the matter in hand, and to present our Company's views to the Committee, with the request that the Committee modifies its views on the subject, so as to meet the views of our Company, viz., that \$200.00 a year should be right and proper.

We will advise the Company further on this subject. 5931

Yours very truly,

5932

Petitioner's Exhibit 385.

March 12, 1909.

Confidential.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen :

We beg to inform the Company that in one of the German newspapers has been stated that the Russian Volunteer Fleet purchased 4 fast steamers from the Hamburg American Line in order to get the parcel post between Russia and New York.

5933

We also beg to inform you that one of Messrs. C. B. Richard & Co.'s employes stated to one of our employees that the Volunteer Fleet has definitely decided to go again into the New York during June and July. This is certainly not official, and therefore we only give you this information as we have received it.

Yours very truly,

5934

1979

Petitioner's Exhibit 386.

5935

Libau, 13/26th, February, 1909.

Y. O.

Messrs. A. E. Johnson & Co.,

27 Broadway, New York.

Dear Sirs:

We received your favours of the 11th inst. (6) and carefully noticed contents of same.

Maintenance of Conference: We look forward to your news in this matter.

Tariffs: We are glad to see that you are sending us by the s. s. "KOREA" Joint Tariffs No. 13, also the supplements Nos. 4 & 11.—However, we beg to refer to previous letters, in which we asked you to furnish us with tariffs, especially dealing with railway rates to places in the states of Massachusetts, Pennsylvania, Connecticut & Canada, and we look forward to a number of such tariffs, as we at present must take many rates from tariffs of other steamship lines and thereby lose much time. Besides you will have noticed that in more cases we have had to issue railroad orders without knowing the rate, which is a great inconvenience to our bookkeeping department. Please send the above mentioned tariffs by mail.

5936

We thank you for the circular sent out by the North-West Transport Line, and also note your remarks about the steamer "ESONIA'S" departure from New York; but as she has not yet arrived at your port we think that you will have to postpone the sailing till Saturday or some other day in the end of the week.

5937

Yours faithfully,

THE RUSSIAN AMERICA LINE,
RUSSIAN EAST-ASIATIC STEAMSHIP CO.,
LTD.

Initials undecipherable.

1979

5938

Petitioner's Exhibit 387.

Feb. 22, 1909.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen :

5939 It looks from the present indication that we will not have enough passengers to go to Rotterdam, *i. e.*, it will not come up to the required amount, and we find it is unnecessary to notify the agents, as we did before, that we will only go to Libau, but book to Rotterdam just the same and transfer the passengers to the North German Lloyd steamer, the following day, whose rate is also \$28.00 to Bremen, the same as ours is to Rotterdam.

Yours very truly,

Petitioner's Exhibit 388.

None.

5940

Petitioner's Exhibit 389.

5941

Feb. 20, 1909.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen :

We have transferred about 15 to 20 passengers to other steamers. These passengers would not wait, even after we offered to pay their board for them at 75c a day till the "Korea" sailed. Having a week's time to advertise the "Korea" among the agents, we thought we would try to see if we could not get enough passengers for Rotterdam. You will notice from the enclosed pink sheet, #805, issued by Mr. Sandford, the small percentage of the business, and it may be that we will not be able to get enough business to stop at Emden, and if so, we will arrange to transfer these Rotterdam passengers to the North German Lloyd.

5942

If we would be able to get 50 Rotterdam passengers for this sailing, we think it would be best to then stop at Emden. However, the "Korea" making the trip of 21 days from Libau to New York has caused quite comment among the different agents, claiming it is very difficult to give us business on a steamer like the "Korea" in comparison to other steamers sailing on the same day, and we will know better Monday or Tuesday, and shall then cable definitely whether the "Korea" will go to Emden, or to Libau direct.

5943

We can readily understand it would be too expensive for us with only a hand full of passengers for Rotterdam to have the steamer go to Emden, and we will use our best judgment, so the Company is not placed to any unnecessary expense.

Yours very truly,

Petitioner's Exhibit 390.

5944

Feb. 19, 1909.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen :

5945 The Company's letter dated 23/5 February to hand, and concerning the passenger Isreal Bobe, ticket #25-110, who has been deported on the steamer "Birma" and as you mention has not been paid to you, beg to state that you are incorrect, as on the first page of the Libau outward manifest report, is mentioned this ticket and paid to you, therefore we cannot credit you again for the same ticket.

We do not accept any deported aliens of the Russian Volunteer Fleet, unless Messrs. C. B. Richard & Co. pay the passage, and we have never done otherwise, but it could happen that Messrs. C. B. Richard & Co. would buy a ticket for a deported passenger, which was delivered to the passenger through Ellis Island, and the passenger being brought to the dock and placed on the steamer, and thereby we would not have the opportunity to take the embarkation coupon. Consequently, such a ticket could have been omitted to be credited.

5946

Yours very truly,

Petitioner's Exhibit 391.

5947

Registered.

Libau, 27/9, Feb. 1909.

Messrs. A. E. Johnson & Co.,
New York

Dear Sirs:

Your two favors of the 26th ult. duly to hand.

Prp. 8951/1210. On the 7/20th of October we advised this party to come forward by a registered letter, and same has not been returned to us. We are now writing them a special letter to-day to come forward by "Lituania" on the 17th prox. Their reply to hand we shall let you know. 5948

According to your information we have cancelled the following prepaid tickets, and you may refund the amounts stated below less usual cancellation fee:

133 <i>Prp.</i> 1406/21777	\$36.30
134 1377/21537	35.00
136 1000/4383	26.50
137 1092/11066	45.50
138 884/5836	86.80
(You state erroneously 844/5836.)	

139 1063/17756	29.00
140 861/12375	23.87

(As this passenger has received from us Rb. 5. = \$2.63). 5949

Infant rates. This question was discussed at Paris on the 4th inst., and we await the decision of the Continental Lines.

We note your remarks about "Arcadia's" eastbound passengers.

Yours faithfully,

The Russian America Line, Russia East Asiatic
Steamship Co. Ltd.

Signature undecipherable.

P. S. Please find enclosed two prepaids receipts Nr. 1540 & 1657, and acknowledge receipt.

5950

Petitioner's Exhibit 392.

Libau, 23/5, February '09.
R. C.

Messrs. A. E. Johnson & Co.,
New York.

Dear Sirs:

"*Birma*" eastbound brought a passenger Israel Bobe ticket 26/25110, who at the time arrived by s/s "Petersburg" of the Volunteer Fleet 21/2 '07, and now was deported on account of Section 21.

5951 You have not credited us with passage, so you will kindly place \$35, less your commission \$5=\$30—net to our credit, mentioning same in your next statement.

Also we should thank you not to accept deported aliens from the Volunteer Fleet, unless Messrs. Richards & Co. prepay the passage, which please confirm.

Yours faithfully,

The Russian America Line, Russian East Asiatic
Steamship Co., Ltd.

Intials undecipherable.

5952

1985

Petitioner's Exhibit 393.

5953

Libau, 20/2nd, February, 1909.

Messrs. A. E. Johnson & Co.,
27 Broadway, New York.

Dear Sirs:

We have received your favours of the 26th December 8th ult. & 11th ult., and now beg to return *you* herewith some travelling agents' reports, which we have perused.

We very much appreciate your sending us newspaper clippings so that we are acquainted with the news of the emigration authorities at your port, and shall thank you to continue doing so. 5954

Notice has been made what the department of Commerce and Labor at Ellis Island has written you, in reply to your request for 200 medical reports for our steamers.

We thank you for the five copies of your last circular *re* the "ESTONIA," and understand that you have sent 15 copies direct to Mr. Peters in Jena; we are also in receipt of five tables, showing the number of cabin and steerage passengers landed at the port of New York, during 1908.

Yours faithfully,

The Russian America Line, Russian East Asiatic
Steamship Co., Ltd. 5955

Initials undecipherable.

Enclosure.

5956

Petitioner's Exhibit 394.

Libau, 17/30th, January, 1909.

Messrs. A. E. Johnson & Co.,
27 Broadway, New York.

Dear Sirs:

Your two favours of the 6th & 7th inst. are to hand, as well as a duplicate of a receipt from Messrs. Benham & Boyesen for \$2860.98 to your credit.

5957

Maintenance of Conference: We thank you for having made protest against paying more than \$200.00 towards the maintenance of conference, and shall thank you to hold out for this amount as it is quite unreasonable that we should be charged even as large a share for 18 sailings yearly as the Anchor Line &c., and moreover twice as much as the Scandinavian America Line. We are looking forward with interest to your news in this question, and remain,

Yours faithfully,

The Russian America Line, Russian East Asiatic
Steamship Co. Ltd.
Initials undecipherable.

5958

1987

Petitioner's Exhibit 395.

5959

Libau, 18/31st, December 08.

Messrs. A. E. Johnson & Co.,
27 Broadway, New York.

Dear Sirs:

S. S. "ESTONIA": We have received your favor of the 4th inst., enclosing your list for the railroad orders per this steamer's 10th voyage, and we have passed the amount of same, viz. \$1907.28 to the credit of your account.

We note your remarks about the 10% commission, and do not fail to say that we were unaware of the restrictions in regard to Winnipeg, Man., & Buffalo, N. Y. 5960

Yours faithfully,
THE RUSSIAN AMERICA LINE,
RUSSIAN EAST-ASIATIC STEAMSHIP CO.,
LTD.
(Initials undecipherable.)

5961

5962

Petitioner's Exhibit 396.

Feb. 11, 1909.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen :

5963 We beg to acknowledge receipt of your cable reading, "Ectopia Rotterdam Masketls Langpoot Hundred they Labewein Emden" which means, engage passengers for Rotterdam (the third word is unclear to us, therefore we could not make it out) not less than 100 passengers, they will be landed at Emden. In reply we cabled you that the third word in this cable has been unclear to us, and we think we will only have about 40 Rotterdam passengers for the "Korea" leaving on Wednesday, as it is too late to again now advertise that she will stop at Rotterdam. We therefore have asked you in the same cable if the steamer "Korea" should stop at Emden, as we have written you before, we have decided that the "Korea" for this trip should not call at Rotterdam on account that we could not guarantee to have 150 passengers for this port, and therefore the agents have not tried to book Rotterdam passengers, and have given the same to other lines. The time for advertising the steamer that she will stop at Rotterdam is now any too late, as tomorrow is a great holiday, being the centennial of Abraham Lincoln's birthday, and also on Tuesday is going out the Rotterdam steamer and on Wednesday the White Star and Red Star steamers, and so the chances of having 100 passengers are very small.

5964

By this opportunity beg to inform you that the steamer "Korea" has not yet arrived at New York, and as tomorrow Ellis Island, on account of the above mentioned holiday is closed, and we will not be able to land the steerage passengers before Saturday.

Petitioner's Exhibit 397

5965

As this steamer has so much cargo, after having a conversation with Messrs. Benham & Boyesen, we came to the conclusion that it will be quite impossible to have this steamer sail before Wednesday, and even this is not quite sure if Messrs. Benham & Boyesen will be able to load all the cargo by this date. It may also be possible that the steamer will not sail before Thursday, and we will inform you accordingly.

Yours very truly,

Petitioner's Exhibit 397.

5966

Feb. 11, 1909.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen:

The Company's Letter dated 14/27 to hand, and concerning the Rotterdam prepaid passenger, \$4371, Mika Albert, who has been forwarded by the Holland American Line, according to our instructions, beg to inform you we have not advised this passenger to you, as the agent only by mistake issued our blank, and has sent in the amount required by the Holland American Line. We have asked at the time from the Holland American Line to bill this ticket to us, which they have failed to do, therefore we have asked them again to charge this to our account, and we will pay for the same.

5967

Yours very truly,

5968

Petitioner's Exhibit 398.

Feb. 11, 1909.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen:

The Company's letter dated 17/30 to hand, and concerning the maintenance of Conference beg to inform you that we have heard nothing further on this subject. All bills are held up by the Conference, until the decision in this regard will be made.

Yours very truly,

5969

Petitioner's Exhibit 399.

Feb. 11, 1909.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen:

The Company's letter of the 16/29 to hand, and noted your remarks regarding the Rotterdam prepaid 17759, reference 750, Rotterdam report 76, Aug. 11th. We have informed the purchaser accordingly and as soon as we receive the reply, we will let you know if this passenger will travel via Libau or not.

Yours very truly,

5970

Petitioner's Exhibit 400.

5971

Feb. 10, 1909.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen:

Referring to the Company's letter of the 13/26, in reference to our considerable shortage in the East-bound pool; of course you understand, we having so few steamers naturally makes us very short in the east-bound pool, compared with the other, particularly as you will notice from the pink sheets the small column of Eastbound travel at present. As soon as the East-bound travel picks up, and we take a small differential, we ought to be able to make up part of this shortage.

5972

Yours very truly,

5973

Petitioner's Exhibit 401.

Feb. 10, 1909.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen:

Referring to your letter of the 15th January, we are sending you herewith a notice from Mr. Lawson Sandford, Secy. of the Conference, from which you will see that the Cholera situation in Russia does not justify the raising of the quarantine restrictions.

5975 Regarding the proposal that Dr. de Forest should examine the passengers before departure from Libau, so as to avoid the examination at Ellis Island, this is impossible as the regulation laws here demand all passengers to be examined at Ellis Island, regardless whether they are examined at port of embarkation, as each case is taken on its merits on arrival only.

5976 We have tried with Dr. Doty at quarantine, who is very friendly with Dr. de Forest to assist and bring this about. He spoke about this to Washington, and we have written to Washington direct, but it seems that nothing can be done, unless Dr. de Forest in his own communication would suggest something about examining passengers at Libau for the Company, and even this suggestion we do not think will help any, and it will not stop the examination at Ellis Island, as stated above.

Yours very truly,

Petitioner's Exhibit 402.

5977

Feb. 10, 1909.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen:

In a conversation with Mr. U. L. Richard, of Messrs. C. B. Richard & Co., he stated that the "Volutuna" has left with 320 steerage passengers, and that she is to leave here about the 25th or 27th of February, but we think she is so slow that she will not go before the 28th. Under these circumstances we think it would be necessary for us to quote our rates to Rotterdam of \$28.00, and if we have not enough passengers to arrange with the captain of the "Estonia" to send a wireless to Rotterdam, and send the passengers in by tug-boat, as suggested in your letter of the 12/25th January, thereby saving port dues, etc.

5978

Messrs. Benham & Boyesen up to the present time do not know if they will have any freight for Rotterdam. The outward business as you will see, is very quiet, and it is very difficult to say so far in advance if we will have 150 Rotterdam passengers or not.

Messrs. C. B. Richard & Co. will be the General Passenger Agents of the Northwestern Transport Line, which is the new name of the Old Continental Line.

5979

Yours very truly,

5980

Petitioner's Exhibit 403.

Feb. 10, 1909.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen:

We beg to acknowledge receipt of your confidential communication of the 15/28, in reference to the Secretary of the Conference Lines sending us weekly statistics. The same will be treated strictly confidential.

Yours very truly,

5981

Petitioner's Exhibit 404.

Libau, 16/29th January, 1909.

Messrs. A. E. Johnson & Co.,
27 Broadway, New York.

Dear Sirs:

5982

We are in receipt of your three favours, dated the 15th inst., and thank you for the Transatlantic Passenger Conference report No. 800, and are pleased to see that the purser of the steamer "Estonia" has received two copies of the annual report for the year ending June 30th, 1908, one of which we will send to our Copenhagen friends.

We note the contents of the circular from the United States Custom Service, and will instruct our captains in accordance with same. However, we think it better to give the officers meals as heretofore.

Yours faithfully,

THE RUSSIAN AMERICA LINE.

RUSSIAN EAST ASIATIC STEAMSHIP CO., LTD.

Mr. Robert Chrishauhn.

Petitioner's Exhibit 405.

5983

Y. O.

Libau, 16/29 January, 1909.

Prepaid Business.

Messrs. A. E. Johnson & Co.,
27 Broadway, New York.

Dear Sirs:

From your favor of the 15th inst. we unfolded two lists of prepaid tickets, for which application have been made for cancellation and refund, and enclosed you will find our statement of Libau prepaid passengers with the information desired. 5984

We have sent a copy of the list of Rotterdam prepaid tickets to the Holland America Line, with the request to advise you direct, as we do not know whether the passengers have received any money from the said line. We have also asked them to refer to the numbers on the right-hand side of the page.

Enclosing 11 receipts from prepaid passengers as per statement attached herewith, we remain.

Yours faithfully,

THE RUSSIAN AMERICA LINE,
Russian East-Asiatic Steamship Co. Ltd.

5985

Paul

Signature undecipherable.

Feb. 10, 1909.

3 (undecipherable)

Enclosure.

Petitioner's Exhibit 405

REFUND OF PREPAIDS.

(Number given by you.)

Pp.	11895.	ref.	515.	rep.	38:	(No. 100)	\$63.00	may be refunded
"	13593.	"	1037.	"	86:	" 102	\$34.00	" " "
"	13684.	"	901.	"	78:	" 104	\$34.00	" " "
"	6821.	"	752.	"	70:	" 105	\$50.75	" " "
(as we have paid the amount of Ro. 8.00 on the 23/7)								
"	14359.	"	899.	"	78:	" 107	left by "Russia" 3rd	
"	12145.	"	1696.	"	89:	" 111	\$44.00	may be refunded
(as we refunded Ro. 4.20 on the 27/9 to passenger)								
5987	"	14485.	"	761.	"	70:	" 112	see our letter of 29/11-1
"	"	14452.	"	583.	"	43:	" 113	" " " " yesterday
"	"	11082.	"	963.	"	83:	" 115	" " " " 29/11-1
"	"	10153.	"	523.	"	39:	" 116	\$71.81 may be refunded
"	"	7208.	"	1001.	"	85:	" 117	\$35.50 " " "
"	"	21475.	"	1376.	"	100:	" 118	\$40.00 " " "
"	"	17603.	"	871.	"	77:	" 119	\$31.50 " " "
"	"	13193.	"	1257.	"	95:	" 122	\$39.65 " " "
"	"	17563.	"	925.	"	79:	" 123	\$37.15 " " "
"	"	10935.	"	692.	"	64:	" 124	\$212.80 " " "
"	"	8413.	"	675.	"	62:	" 125	\$80.00 " " "
"	"	21231.	"	1189.	"	92:	" 126	as per our letter of 10/23
							—11	\$ 64.75 could be refunded
5988	"	21771.	"	1323.	"	97:	" 127	\$116.00 may be refunded
"	"	17317.	"	902.	"	78:	" 131	\$ 31.50 " " "
"	"	9431.	"	1167.	"	92:	" 130	\$102.25 " " "

THE RUSSIAN AMERICA LINE,

Copy to Copenhagen. RUSSIAN EAST ASIATIC STEAMSHIP CO., LTD.

(Pencil notation on page 2.)

Enclosure to Messrs. A. E. Johnson & Co.

(Ink Notation.)

1464/17527, 1510/21684, 1511/21685, 1517/1583,
 1541/16544, 1545/16549, 1551/17661, 1504/21251,
 1572/21540, 1616/21196, 1619/21252.

M. L. SUECK.

Petitioner's Exhibit 406.

5989

Libau, 13/26 January, 09.

Messrs. A. E. Johnson & Co., R. C.
27 Broadway, New York.

Dear Sirs:

We are duly in receipt of your favor of the 2nd inst. and note with interest all you write about the measurement of the "Birna." Next deck above Nr. 1 1422.11 ft. you calculate to 80.11 passengers, whereas we get the figure 79.01 when dividing by 18. Please let us know, how you arrive at your figure.

We have had the "Korea" measured here and came 5990 to the following result:

All decks are more than 7' high.

Deck space 11831.83 sup. ft. divided by 5 = 2366 passengers.

Dining room 3168.58 sup. ft.

2 Hospitals 387.50

4 Washrooms 712.30

8 W. C. 430.50

Lowest passenger deck Nr. 1 $3007.22 : 21' = 143.20$ passengers.

	2	4848.	230.90
	3	2531.42	120.54
Next deck above	4	2934.80	139.75
Alloways	3	2680.45	148.91
next deck above	3	439.60	24.42
	4	2310.01	128.34

5991

Total 936.06 passengers

and we are now anxious to learn how the result of the American Inspection will turn out, which please let us know at your earliest convenience.

We intend to take the "Korea" out of this line after her present trip, and have therefore made the necessary alterations as slight as possible.

Petitioner's Exhibit 406

5992

We sincerely hope you will see your way to engage a larger number of passengers than 150 for Rotterdam and also to push the eastbound Libau-business in order to fill up the considerable shortage, which we are having for the present. We note that for the present only the American Liverpool, Anchor, Dominion and Donaldson Lines are charging \$28 to Rotterdam, whereas all the other lines charge from \$30 to \$37.50 which we hope will assist you in your efforts to secure our share.

Yours faithfully,

THE RUSSIAN AMERICA LINE,

RUSSIAN EAST ASIATIC STEAMSHIP CO., LTD.

5993

(Signature undecipherable.)

P. S. Yours of the 26th ult. is also to hand and we thank you for the U. S. Passenger Act 1908, sent us by same.

Copy Copenhagen.

5994

Petitioner's Exhibit 407.

5995

Feb. 9, 1909.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen:

We beg to refer to the Company's letter dated 14/27 January. Regarding the mentioned prepaids, beg to inform you that the same were advised to you under the following dates, reference numbers and reports:

Prepaid 17201, reference 1547, report 106 Dec. 31st.

" 21304, reference 1855, report 110, Jan. 30th.

5996

" 16554, reference 1714, report 109, Jan. 21st.

" 17401, ref. 894, Rotterdam, rep. 81, Sept. 3rd.

Regarding prepaid 17202, we will refer to this later on as the agent who sold this prepaid ticket has not been able to inform us whether this passenger can travel or not. He has sold this prepaid ticket on installments, and has only received a deposit for the same, but not yet the full payment.

In reply to your request, if it would not be possible to furnish you with the advise of prepaid tickets in time that you would be able to know what to do with a prepaid passenger when they call or write to your office, we are sorry to be compelled to inform you that it cannot be done, as many good agents are doing a large business with peddlers who sell the prepaid tickets on installments, taking a deposit and collecting from the purchaser weekly, certain amounts until the full payment is made. By dealing with these peddlers the agent has to give him at once the original certificate, and as the agents are bonded to us, there is no risk for the Company regarding the same, but to discontinue the dealing with these kind of agents would hurt the business, as a great number of good agents deal with peddlers, and we don't think that it would be advisable to cut the same out.

5997

5998

Petitioner's Exhibit 408

In case you have inquiries of prepaid passengers, which are not advised to you, will you kindly inform them that their ticket has not yet been advised, therefore they cannot be forwarded. In case a prepaid passenger will call personally at your office, and the ticket has not been advised, you may cable us, and we cable you back what to do, as you have no expenses on the same, because the agent has always to pay the expenses for cabling when he does not advise a prepaid in time.

Yours very truly,

5999

Petitioner's Exhibit 408.

Libau, 9/22nd January, 1909.

Messrs. A. E. Johnson & Co.,
27 Broadway, New York.

Dear Sirs:

6000

We are in receipt of your favor dated the 8th inst., and thank you for the information that the British Lines and the Scandinavian Line as well as all lines of the North Atlantic Conference have raised the infant rate from \$1.00 to \$2.50 plus \$4.00 head tax. We fully agree with your remarks and have asked the pool secretary whether the Continental Lines intend to do the same step; in such case we are willing to raise our rate accordingly.

As soon as possible we shall inform you of the result of our negotiation, and meantime remain,

Yours faithfully,

THE RUSSIAN AMERICA LINE,
RUSSIAN EAST ASIATIC STEAMSHIP CO., LTD.
(Signature undecipherable.)

Petitioner's Exhibit 409.

6001

Libau, 8/21st January, 1909.

Messrs. A. E. Johnson & Co.,
27 Broadway, New York.

Dear Sirs:

As we have received enquiry from the pool secretary at Jena for some copies of our prepaid tickets at Rotterdam, we shall thank you to send us a few cancelled tickets.

Yours faithfully,

THE RUSSIAN AMERICA LINE,
RUSSIAN EAST ASIATIC STEAMSHIP CO., LTD.
(Signature undecipherable.)

6002

6003

6004

Petitioner's Exhibit 410.

February 2, 1909.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen:

Prepaid 11.482, ref. 416 Rotterdam, rep. 54, March 30th.

6005

On Oct. 3rd we wrote to Messrs. Ruys & Co., regarding this prepaid ticket, that the passenger on the same claimed she was charged with Ro. 24.00 at Illowa. The passenger wants an explanation why she was charged the Ro. 24.00, as the ticket was paid from Illowa through to Indianapolis. We presume that this charge is on account that the passenger had to go via Basil, but we have asked them to give us the information about this.

On Oct. 16th we received from Messrs. Ruys & Co. the following answer: "In reply to the last paragraph of your letter beg to say we cannot explain why this passenger was charged Ro. 24 at Illowa. She received her instructions at the time from Messrs. Knie Falk & Co. We also do not know whether this firm has sent her the money which was due to her for the European rail fare."

6006

The agent who sold this ticket now sends us the enclosed letter, asking for refund of this amount, therefore we would be obliged to you if you would be able to give us some information regarding this case, and oblige,

Yours very truly,

Petitioner's Exhibit 411.

6007

Jan. 30, 1900.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen:

The Company's letter dated 5/18 January to hand, and contents noted.

We thank you very much for the statements of our Rotterdam prepaid passengers via the Holland American Line, and beg to inform you that Messrs. Ruys & Co. have already been so kindly to furnish us with the same.

6008

Concerning the advance of rates, we will follow your instruction and telegraph you briefly as soon as we consider it advisable to advance our outward rates, but for the present time we consider it would not be reasonable to advance the same, as the rates for the other lines are for the present time unchanged, and the difference between our rate and the rate of the Holland Line is only \$2.00, and the American and White Star Lines quote \$35.40 to Libau, which means only 40¢ more than our rate. Certainly it should be taken into consideration that our steamers go direct to Libau and the passengers do not have to change at Liverpool or Southampton, which is inconvenient for passenger, but taking into consideration the different steamers, and the time of the ocean trip, we cannot require from passengers to pay us a higher rate than other lines charge.

6009

These are our views in the matter, and we think it will meet with your approval.

In the latter part of this month we have again had so many inquiries about the steamer "Russia," for example, the enclosed letter, therefore we will kindly ask you to inform us if you intend to put this steamer again in the trade later on, and in which month. We

6010

Petitioner's Exhibit 412

always tell our customers that this steamer will be again in trade in the month of April, when immigration will pick up, but we would be very much obliged to you if you could inform us about your views in regard to the same.

Yours very truly,

Petitioner's Exhibit 412.

6011

Jan. 28, 1909.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen :

According to the advertisement in the New York Journal of Commerce, the steamship "Vultarno" is to sail Feb. 27th, and the "Avoca" March 13th, to Rotterdam and to Hamburg, from New York. This seems to be a revival of the New York & Continental Line, under a different name.

6012

Request has been made by the Continental and North Atlantic Lines to reissue a special circular to agents, calling attention to the importance of the Continental Conference.

Yours very truly,

Copy to Copenhagen.

Petitioner's Exhibit 413.

6013

Libau, 5/18th January, 1909.

Messrs. A. E. Johnson & Co.,
27 Broadway, New York.

Dear Sirs:

Today we received your five favors of the 5th inst. and contents of same have our attention.

Enclosed we beg to send you copies of conference statements Nos. 28 and 29, and will ask the pool secretary to furnish your good selves with a copy of the future reports.

We thank you for copies of correspondence, exchanged with Mr. Lawson Sandford in reference to maintenance of Conference, and fully agree with your view upon the question, as the charge of \$500 to our Line is certainly far too heavy as compared with the charges to the other lines; as proposed by you we consider an amount of \$200 to be reasonable. 6014

S. S. "BIRMA": Kindly excuse the mistakes in the statement of passengers per this boat, and we do not fail to say that the notations in our records are right and only the advice to you has been made falsely.

We thank you for the copy of "New York Herald" from which note with great interest what Emil Boas writes about "Hard Times in Ocean Traffic." This newspaper we are passing on to our Copenhagen friends. 6015

Yours faithfully,

THE RUSSIAN AMERICA LINE.

RUSSIAN EAST ASIATIC STEAMSHIP CO., LTD.

F. Schestakorsky.

Petitioner's Exhibit 414.

6016

Libau 29/11th January, 1909.

Messrs. A. E. Johnson & Co.
27 Broadway, New York.

Dear Sirs:

6017 We are in receipt of your favor of the 18th ult. in regard to the American measurement bill and note what you write. However, we have not received your favour of the 17th September, referred to in your letter, and as the copy of the bill from Secretary Smyth in Liverpool not yet has reached us, we had to ask him by wire to send us the copy at once, and no doubt will receive same in time for the steamer "Korea."

Yours faithfully,
THE RUSSIAN-AMERICA LINE,
RUSSIAN EAST-ASIATIC STEAMSHIP CO., LTD.
F. Schestakorsky.

6018

Petitioner's Exhibit 415.

6019

New York, Jan. 25, 1909.

S. S. "Estonia."

Lowest Passenger deck		First deck above		Second deck above.	
#1	75.64	#1	93.63	Poop	50.98
#2	112.51	#2	96.60		
#3	76.32	#3	159.86		
		#4	102.63		
		#5	82.39		
	<hr/>		<hr/>		
	264.47		535.11		50.98 6020

Lowest passenger deck	264.47	
First deck above	535.11	
Second deck above	50.98	
	<hr/>	
	850.56	passengers.
Bath & Toilet & Laundry	35.94	
Lounging & Smoking room	9.23	
Hospital	36.71	
	<hr/>	
Total	932.44	passengers.

Open deck space 1438 passengers.

6021

Petitioner's Exhibit 416.

Omitted.

6022

Petitioner's Exhibit 417.

Copenhagen 12th Sept. 08.

Sent 12/9/08.

		Percentage children far too high
	maschero	you must
	umorale	do your utmost
	rapsabar	endeavor to get a reduction
		Percentage Russia
6023	perlins	what are your prospects
		apply Captain
	talcium	telegraph us
		coal consumption out voyage.

6024

Petitioner's Exhibit 418.

6025

Copenhagen 12th Sept 68.

Messrs. A. E. Johnson & Co.,
New York.

Dear Sirs:

We confirm our respects of yesterday, also telegrams exchanged since as per copy enclosed.

According to your request we have instructed Libau to quote the rail fares from New York at the same rate as the other conference lines, and we are in the meantime looking forward to the tariffs you mention in your telegram.

6026

We wired you today that the percentage of children amongst your passengers is far too high, and as we according to our agreement with the Conference have to pay a certain amount per soul—not per whole ticket—it is most essential that we get as many adults as possible and request to do your utmost to get the percentage of children reduced. One of the reasons for the high percentage is the prepaid business as the greater proportion of prepaid tickets are sold to wives with their children so you would oblige us by taking the necessary steps to control this business with the object to reduce the number of children of each ticket.

s. s. "Russia." At the same time we asked you the prospects for this steamer, and also to kindly apply to Captain Neumann requesting him to telegraph us the quantity of coals consumed per day on the out voyage.

6027

Yours faithfully,

AKTIESELSKABET
DET OSTASIATISKE KOMPAGNI.

(Signature undecipherable.)

6028

Petitioner's Exhibit 419.

WESTERN UNION CABLE MESSAGE WESTERN UNION.

THE WESTERN UNION TELEGRAPH COMPANY.

Send the following message, subject to terms and conditions printed on back hereof, which are hereby agreed to.

To

Orient

Copenhagen

Rancidity quote prepaids rates otherwise accurately business with Conference agents taligalle.

6029

JOHNSON.

Petitioner's Exhibit 420.

THE ANGLO-AMERICAN TELEGRAPH COMPANY.

Cablegram received at No. 8 Broad Street (Stock Exchange Building) 47K Copenhagen 9

Maxolof, N. Y.

Sep. 4, 1908.

Prepaid periplum crillaron Conference

Talgfett.

6030

Orient

(D6. 55 A. M.)

Translation—we propose 35—if there is no objection telegraph what you have done.

Petitioner's Exhibit 421.

6031

Copy of telegrams exchanged with Maxolaf, New York.

Copenhagen, 29th Sept. 1908.

Sent 29/9/08.

Mascled

We must
pay Pool

Isoclinic

£2,000
because

Hafertanz

we have
had

6032

Maforce

too many
eastbound Emigrants

Rancidity

we recommend

Ecstasy

do not engage

Maforce

too many
Rotterdam but chiefly Libua avoid as far
as possible children.

6033

Petitioner's Exhibit 422.

Omitted.

6034

Petitioner's Exhibit 423.

Copenhagen, 4th Sept. 1908.

Messrs. A. E. Johnson & Co.,
New York.

Dear Sirs:

We confirm our respects of yesterday and are in receipt of your 3 telegrams of same date, for which we beg to thank you.

6035 *s. s. "Estonia."* We note that this steamer has left New York on Wednesday at 3 o'clock with 10 cabin and 154 steerage passengers for Libau, 19 cabin and 298 steerage passengers for Rotterdam.

Prepays. We thank you for your telegram asking us to quote a rate for prepaids, and we note that you think it is likely to effect your business with the Conference agents, if we do not quote a rate, why we wired you that we propose to quote \$35—if the Conference Lines have no objections, which we herewith beg to confirm. At the same time we asked you to telegraph us what you have done, and we now await your reply.

Meantime, we remain, dear Sirs,

Yours faithfully,

6036

AKTIESELSKABET
DET OSTASIATISKE KOMPAGNI
(Signature undecipherable.)

Petitioner's Exhibit 424.

6037

Copy of telegrams exchanged with Johnson, New York.

Copenhagen, 5th Sept. 1908.

Received:

	all	
	lines	
Rochegott	accept the rates	
Örillaron	\$35.	6038
	including	
	head tax	
Rabulice	At what rate	
Quojatis	shall we quote	
	from	
	Rotterdam	
	all	
	rates	
Adhalanti	you ought to arrange	
	abroad	

6039

Sent:

Schistic	Do not sell
	prepaids
	Rotterdam
	outwards
	steamers
Cabreront	will not call

6040

Petitioner's Exhibit 425.

Copy of telegrams exchanged with Johnson, New York.

Copenhagen, 2nd Sept. 1908.

Received:

21st August: If you want stop booking prepaids for some time to come we recommend increase the rates from Rotterdam

\$30.

Libau

\$37.

additional

\$4.

head tax

this will be

prohibitive rate

otherwise agents public

will lose confidence in line

What is the reason?

Why did you take?

this position

6041

27th August: We advance outward rate twenty-eight dollars same as British lines

Continental Lines instructed

6042

withdraw competition stating reached agreement with us we congratulate you.

Petitioner's Exhibit 426.

6043

Liban, 19/1, September, 1910.

Messrs. A. E. Johnson & Co.,
New York.

Dear Sirs:

Sailing list 1910. Enclosed we beg to hand you list of proposed sailings for the remainder of this year, from which you will please note that we have been able to arrange Saturday as sailing date for the departures from yours.

We also draw your attention to the fact that "Birma" will be the Christmas steamer, arriving at Rotterdam on the 9/22 December, and as we understand that this steamer has gained a good reputation amongst the traveling public, we trust you will be able to secure a fair number of passengers for her. The "Russia" 15 has been fixed to leave yours on the 11/24th of December (Christmas evening), but we have no objection to your despatching the steamer a few days sooner or later as you might deem it profitable.

6044

Please let us have some copies of the new sailing lists you are going to issue.

Eastbound call Rotterdam. We beg to refer to previous correspondence, by which we requested you not to order the steamers to Rotterdam, unless you can engage 75 passengers, but nevertheless you let the "Lituania" call with 64 souls only, about which we are awaiting your explanation.

6045

For the approaching winter season we have again secured so many agriculturals, that our boats will hardly get any space left for R'dam cargo, and under these circumstances it will not pay to call at R'dam unless you can secure 100 adults (not souls) which please note.

Petitioner's Exhibit 426

6046

Especially we direct your attention to the approaching trip of "Lituania" (18). She is fixed to leave yours on the 18/1/10, and if any way possible we should like to despatch her from here on the 2/15th of October. Therefore, if you cannot make the call at R'dam pay, the steamer must call at Newcastle o/T for bunkers on her direct way to Libau, and we shall instruct the Captain to do his utmost to reach Libau on the 30/13th of October. Otherwise the "Estonia" will be despatched as substitute.

6047

It goes without saying, that when the steamers are ordered to bunker at Newcastle o/T, they shall only take enough coals at yours to safely reach that port, and we should thank you to draw the attention of our Captains to this fact.

On account of our rather considerable undercarrying eastbound we are in negotiations with the other lines to have our steamers appointed fighting ships against the North West Transport Line, and shall advise you of the result in due course.

Yours faithfully,

THE RUSSIAN AMERICA LINE,
RUSSIAN EAST-ASIATIC STEAMSHIP CO.
Initials undecipherable.

Encl.

6048

Petitioner's Exhibit 427.

6049

Libau 3/16th, June 09.

Messrs. A. E. Johnson & Co.,
New York.

Dear Sirs:

s/s "Lithuania." We beg to confirm our yesterday's telegram as follows:

"Do not delay Lithuania unless small committee guarantee demurrage," from which you will have understood, that we do not want you to postpone the departure of the "Lithuania"* unless you get sufficient guarantee from the small committee, that they will indemnify us for demurrage of the steamer.

6050

There is some difficulty in getting the demurrage on the "Estonia" refunded, and we shall therefore ask you to kindly never postpone the departures of our steamers without having obtained our consent.

Yours faithfully,

THE RUSSIAN AMERICA LINE,

THE RUSSIAN EAST-ASIATIC STEAMSHIP CO., LTD.

Signature undecipherable.

*Pencil notation; or any future steamer.

6051

6052

Petitioner's Exhibit 428.

Libau, 2/16th June 09.

Messrs. A. E. Johnson & Co.,
New York.

Dear Sirs:

We beg to acknowledge receipt of your two favours of the 2nd June, and note what you write *re* the reduction of rate, at which the Hamburg-American Line complained.

6053

Your information that the steerage rate for "Russia" to Rotterdam has been fixed to \$25.00 by the small committee and that we will get the difference between this rate and our regular rate, refunded by the conference, has our best attention.

Yours faithfully,

THE RUSSIAN AMERICA LINE,
THE RUSSIAN EAST-ASIATIC STEAMSHIP CO., LTD.
Signature undecipherable.

6054

Petitioner's Exhibit 429.

6055

Copenhagen, 15' September 08.

Messrs. A. E. Johnson & Co.,
New York.

Dear Sirs :

We beg to acknowledge receipt of your favours (1) of 2nd (3) of 3rd and (1) of the 4th inst and copy of your letter of 4th inst. to Messrs. Ruys & Co., Rotterdam.

Conference. We thank you for copies of communications with the secretary, which have our best attention.

Sick Passengers. We note that you have deposited on account of Dr. C. C. Young \$330—with the Commissioner of Ellis Island to cover the expenses in connection with the party referred to.

6056

Base Barenbaum. Claim \$18 for lodging and \$7 for Ry. fare in Europe. We note contents of your communications *re* this matter.

Prepays. We note you have fixed the prepaid rate from Libau to New York to \$35.00 including head tax and that all lines agree hereto. We further note that you are going to advance the second cabin rates prepaid from Libau to New York about \$2.50 per head.

Your remarks as to agents have our best attention.

6057

Sailings. We willingly admit that Saturday perhaps is not a good sailing date, we have, however, fixed this day because the stays at yours then would not be so long, as steamers leaving Libau on Tuesday would arrive at New York on Mondays or Tuesdays.

Therefore, in order to fix another day we shall be glad to hear when you whether you think you will be able to despatch steamers on Fridays in case of their arrivals on Mondays/Tuesdays or if this stay will be too short for you. With regard to Tuesday as sailing date, you will note that the steamers stay at

6058

Petitioner's Exhibit 430

New York will be a week or more in which case we shall not be able to entertain the service with two active steamers and one reserve steamer.

Please therefore let us have your kind reply, whether you can recommend the Friday and oblige.

Yours faithfully,

C. S. Sannizthat.

AKTIESELSKABET

DET OSTASIATIASKE KOMPAGNI.

6059

Petitioner's Exhibit 430.

Western
Union

Cable Message

Western
Union.

THE WESTERN UNION TELEGRAPH COMPANY.

Send the following message, subject to terms and conditions printed on back hereof, which are hereby agreed to.

To

Orient
Copenhagen.

6060

Conference Lines cabled Peters as follows eastasiatic apply for admission is this contemplated and on what terms.

JOHNSON.

Petitioner's Exhibit 431.

6061

Western
Union

Cable Message

Western
Union

THE WESTERN UNION TELEGRAPH COMPANY.

Send the following message, subject to terms and conditions printed on back hereof, which are hereby agreed to.

To

Orient

Copenhagen.

Cable received to admit eastasiatic.

6062

JOHNSON.

Petitioner's Exhibit 432.AKTIESELSKABET DET OSTASIATISKE
KOMPAGNI.

(The East-Asiatic Company, Limited)

Copy of telegrams exchanged with Johnson, New York.

6063

Copenhagen 1st September, 1908.

Received

1) Conference lines, cabled Peters as follows East-asiatic apply for admission is this contemplated and on what terms.

2) Have applied for admission will be accepted this evening.

6064

Petitioner's Exhibit 433.

Copenhagen, 3rd September, 1908.

Messrs. A. E. Johnson & Co.,
New York.

Dear Sirs:

We confirm our respects of yesterday and are in receipt of your favor of 24th ult. with enclosed report from The Transatlantic Passenger Conference, also of your various sailing lists, contents of which have our best attention.

Yours faithfully,

6065

AKTIESELSKABET
DET OSTASIATISKE KOMPAGNI.
Initials undecipherable.

Petitioner's Exhibit 433-2.

Copy

27th August, 1908.

Messrs. A. E. Johnson & Co.
New York.

Dear Sirs:

6066

We were just going to telegraph you about the admittance of the Russian East Asiatic Steamship Co. to the Conference when we received your cable as per inclosed copy informing us that you had advanced the outward rate to 28 dollars same as the British Lines and Continental Lines, to which we are agreed. We are obliged for your kind congratulations and hope that by the new arrangement we shall see our expectations with regard to the future fulfilled.

Yours faithfully,

AKTIESELSKABET
DET OSTASIATISKE KOMPAGNI.
Signed Chr. Schmiegelow.

Petitioner's Exhibit 433-3.

6067

Copy

1st September, 1908.

Messrs. A. E. Johnson & Co.,
New York.

Dear Sirs:

We confirm our respects of 28th ult. and are in receipt of your 2 telegrams of yesterday as per copy enclosed, for which we beg to thank you.

We note that you have applied for admission and that this has been granted yesterday evening. As regards the terms, these are usual Conference terms. 6068

We await your Mr. Johnson to arrive here any moment, and we will use this opportunity to talk the whole position over and to arrange everything not yet settled with him.

Yours faithfully,

AKTIESELSKABET
DET OSTASIATISKE KOMPAGNI.
Signed Chr. Schmiegelow.

6069

6070

Petitioner's Exhibit 434.

Libau 18/31st, May, 1912.

Messrs. A. E. Johnson & Co.,
New York.

Dear Sirs:

Learning that the Uranium Steamship Co., are despatching their "Voturno" on June 6th, which is the day of departure of our T. S. S. "Kursk" we wired you authority to accept the rate for steerage passengers for Rotterdam, of \$25—against the usual commission of \$2, and are now looking forward to your confirmation. Copy of telegram enclosed.

6071

We are, dear sirs,

Yours faithfully,

THE RUSSIAN AMERICA LINE,

(Initials undecipherable.)

Petitioner's Exhibit 434-2.

THE RUSSIAN EAST-ASIATIC STEAMSHIP CO., LTD.

Libau, 17/30/5 1912.

6072

Copies of telegrams exchanged with Maxolaf, N. Y.

Maxolaf	Kursk
New York	6th June
Jalysus	Rotterdam
	steerage
oribasus	\$25
	Commission
opshellers	\$2
taliation	telegraph confirmation

Petitioner's Exhibit 435.

6073

Copenhagen 22nd Sept. 08.

Messrs. A. E. Johnson & Co.,
New York.

Dear Sirs:

Your favours (2) of 9th inst. & (1) of 11th inst. duly to hand, the contents and various enclosures of which have our best attention.

Congressional Information Bureau at Washington.

Regarding your proposal that we should subscribe to this Bureau we think we had better not take any decision at present, but postpone the question until we have learned how the present arrangement works.

6074

Advertisements. We are glad to note, that you have cancelled advertisements in various papers, so that advertising expenses of the line futurely will be considerably reduced.

Pictures of "Russia." We are much obliged for your sending us a tin picture of the "Lusitania" by the "Russia" and shall revert to the matter when the picture to hand.

Prepays from Rotterdam to New York. We note your correspondence with Messrs. Ruys & Co., as to the forwarding of prepaid passengers booked before the Pool-agreement was made, and in reply beg to say, that the Russian-America Line are negotiating with the Holland-America Line regarding the forwarding, and as you now will be aware, already some prepaids were shipped by the "Ryndam" and the "Statendam" of the Holland-America Line, respectively on the 11th and the 19th inst., so we trust this question will be settled satisfactory to all parts.

6075

Yours faithfully,

AKTIESELSKABET

DET OSTASIATISKE KOMPAGNI

Signature undecipherable.

6076

Petitioner's Exhibit 436.

Copenhagen, 30' Sept. 08.

Messrs. A. E. Johnson & Co.,
New York.

Dear Sirs:

We thank you for your favours of 19th (2) and 21st inst. (1) with cuttings of the American newspapers and for your yesterday's telegram.

6077 *Pool.* We are glad to note from your telegram reading: "Telegram to hand and it has every attention act accordingly," that you are the doing your best to limit the booking of steerage passengers for Rotterdam and as far as possible to avoid booking of children.

Cholera. We have requested Libau to keep you informed as to the decease. In the meantime we can only say so much for your guidance that so far we know the conditions have improved considerably over there.

s. s. "Russia." We note that only 298 steerage passengers left by this steamer.

6078 *Russian Passport.* We have read the cutting the newspaper with great interest, as it no doubt would be highly in favour of the Russian America Line, if the passports were done away with.

Yours faithfully,

AKTIESELSKABET

DET OSTASIATISKE KOMPAGNI.

(Initials undecipherable.)

Petitioner's Exhibit 437.

6079

THE ANGLO-AMERICAN TELEGRAPH COMPANY.

Cablegram received at No. 8 Broad Street,
(Stock Exchange Building), New York.

Sept. 20, 1908.

23K Libau 7/6

Maxolaf, N. Y.

Railways chauclos as Pooline

(D 3:06 P. M.)

Notation in ink:

Chauclos

6080

What commission will be allowed to us railways as
pooline.

Petitioner's Exhibit 438.

THE WESTERN UNION TELEGRAPH COMPANY.

Send the following message, subject to terms and
conditions printed on back hereof, which are hereby
agreed to.

Orient,

6081

Copenhagen.

Have applied for admission. Will be accepted this
evening.

JOHNSON.

6082

Petitioner's Exhibit 439.

Copy of telegrams exchanged with Johnson, New York.

Copenhagen 25th August, 1908.

Received:

Tahenas Your telegram to hand and acted
 accordingly

Russian

Military

Attache

asks

Laidvate When will—leave

6083

Russia

Oblimatus during the month of October

Taligalees telegraph in any case

Holland

Line

quoted

rate

against

us

Orgiastic \$23,

Feldbinds we will follow

Sent:

Russia

6084

no

Saporabas sailings during October

Elemina expected to leave

Libau

Obmovetis 26th day of October

(Attached slip reads as follows:)

Aktieselskabet

Det Astasiatiske Kompagni

(The East-Asiatic Company, Ltd.)

Enclosure for:

Johnson,

N. Y.

Petitioner's Exhibit 440.

6085

CABLEGRAM.

THE COMMERCIAL CABLE COMPANY

"VIA COMMERCIAL."

Orient,
Copenhagen.

Continental Lines Jelunga Roodsteen outward Red
Star roundhand pool reduced rates against Volunteer
Orgiaque Volunteer now Orgeasum Scartiate Russia
rancidity follow volunteer najade taligalee.

6086

JOHNSON.

6087

6088

Petitioner's Exhibit 441.

Libau, 31/13th August, 09.

Messrs. A. E. Johnson & Co.,
New York.

Dear Sirs:

We thank you for the corrected addresses submitted in your favor of the 26th ult. for prepaids No. 13285 and 18523.

"*Birma*." We note that you have fixed Saturday the 21st inst. as day of departure from New York.

6089 "*Estonia*" against "*Volturmo*." Referring to the letter from the Small Committee sent us by your favor of the 26th ult. we do not fail to point out that contents of the same only confirms what we have previously asserted, viz. that the committee only *recommends our claim* for the expenses in connection with the delay to the consideration of the pool lines, but does not afford any guarantee as to the refund of these expenses.

Prepaid 13866/3647. We regret the mistake in writing out the address on the envelope of the letter of advice for this prepaid and ask you to kindly excuse the error.

North West Transport Line. We thank you for the information *re* this line.

6090 *Posting of Letters.* We shall thank you to give this matter your best attention as we lately only have received several of your letters 17-18 days after their having been posted; your letters under reply were thus posted on the 26th ulto. and came only to hand today, *i. e.* after 18 days.

Prepaid 17666/3321. With further reference to your favor of the 10/23rd ult. we request you to kindly inform us, whether this passenger claims to have paid the head tax at Libau or to the agent at Suwalki and with how much. We do not fail to say

Petitioner's Exhibit 441

6091

that we of course have not collected any head tax here at Libau.

We duly received your telegrams of the 11th (1) and 13th inst. (3) in accordance with which we are paying as follows for your account:

Ro. 60—to Sura Nezwetzka, Naschelsk, Gub. Warschau.

\$25. to Prepaid No. 8136 Dinsberg.

\$25. to Prepaid No. 13870 Cyrilin.

\$25. to Prepaid No. 16683 Riwke Skhrewsky.

We further note that we may forward Jossia Adam c/o Karlsberg Spiro and that we may pay for your account *Ro. 60* to this passenger. We have made inquiries at Karlsberg & Spiro, but they do not know anything of this passenger. We are however keeping in constant touch with them, for the case she should turn up later on.

6092

In reply to your telegram requesting us to cancel prepaid 22716 Sirczak we had to wire you that we do not know anything of this prepaid, as same has not yet been advised. We take it that you have collected for our telegram expenses.

Yours faithfully,

THE RUSSIAN AMERICA LINE,

THE RUSSIAN EAST-ASIATIC STEAMSHIP CO., LTD.

(Name undecipherable.)

6093

6094

Petitioner's Exhibit 442.

C. R.

Libau 28/10 November, 1909.

Messrs. A. E. Johnson & Co.,
New York.

Dear Sirs:

In reply to your telegram:

“Advise by telegraph what do you prefer Estonia
“fighting steamer in which case we can secure 400
“Rotterdam passengers or shall we send direct Libau
“we have not Rotterdam freight. we telegraphed you:
6095 “prefer Estonia fighting steamer” which we herewith
beg to confirm.

Yours faithfully,

THE RUSSIAN AMERICA LINE,
THE RUSSIAN EAST-ASIATIC STEAMSHIP Co., LTD.
C. R.

6096

Petitioner's Exhibit 443.

6097

Libau 27/9th Aug. 09.

Messrs. A. E. Johnson & Co.,
New York.

Dear Sirs:

Referring to your letters of the 21st and 27th ult. *re* the "Estonia" against the "Voluturno" we beg to inform you that it is the Cunard Line, that is objecting to our claim for the expenses incurred by delaying our S/S "Estonia" in order to fight the "Voluturno" to the very last moment.

We are however now informed by Secretary Peters that he has good hope that also the Cunard Line yield to our claim.

6098

We do not fail to point out that you are mistaken in stating that the Small Committee has power to act in all such cases as those in question. According to "Minute 22" the Small Committee can only reduce rates but not allow extra commission, refund of extra expenses &c., wherefore we shall thank you to refer all questions *re* extra commission postponement of steamers and other matters, in which the committee has no right to decide, for our decision by wire, so that we do not risk to get any trouble later on in getting our extra expenses refunded.

Yours faithfully,

6099

THE RUSSIAN AMERICA LINE.

THE RUSSIAN EAST-ASIATIC STEAMSHIP CO.

(Name undecipherable.)

6100

Petitioner's Exhibit 444.

Libau, 21/3, Sept., 1909.

R. C.

Messrs. A. E. Johnson & Co.,
New York.

Dear Sirs:

Enclosed we beg to hand you copy of our today's letter to Mr. Peters, from which you will note that we do not agree to our steamers being used as fighting ships, unless the Lines refund us the full difference.

Asking you to kindly act accordingly we remain,
Dear Sirs,

6101

Yours faithfully,
THE RUSSIAN AMERICA LINE.
RUSSIAN EAST ASIATIC.
STEAMSHIP CO. LTD.
(signed) F. Schestakovsky.

(Pencil Notation):

Mr. Straus
Encl.

Herrn H. Peters,
Jena.

21/3 September 1909.
R. C.

6102

"Birma" als Kampschiff ab Newyork 8/21 August.
Aus einem Briefe unserer Newyork Agenten scheint es hervorzugehen, dass die Linien uns nur \$6.— pro 1/1 verguten, obwohl unsere rate \$31.— nach Rotterdam und \$38.— nach Libau betrug gegen eine Kampfrate von nur \$24.—

In dieser Gulegenheit erlauben wir uns zu bemerken, dass wir uns durch "Byelaw 22" nicht gebunden betrachten und nur dann unsere Dampfer als Kampfschiffe stellen können, wen man uns die volle Differenz vergutet.

Wir ersuchen sie hoflichst The Small Committee hiervon in Kenntniss zu setzen uns haben unsere Newyork Agenten im selben Sinne instruiert.

Hochachtungsvoll

Petitioner's Exhibit 445

6103

(Attached slip reads as follows):

Russland-Amerika Linie
der Russisch Ost-Asiatischen Dampfschiffahrts—
Gesellschaft

Libau.

Einlage für:

Maxolaf.

Petitioner's Exhibit 445.

6104

Oct. 11, 1909.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen:

Referring to your letter of the 14/27th ult., we have sent you by Saturday's steamer a recommendation from the Small Committee on the Libau question. Although the rate has not been discussed, the Small Committee feels that the Company is entitled to it. Our reason for not discussing any further on that subject was because we were not acquainted with any by-law #22, which you speak of in your letter, and you are evidently posted on this subject which we are not, and that is the reason we ask you to give us all information about Pool matters, the same as all other General Agents have here, and after we read the same, we will send it back. 6105

In your letter you state that you think the reason why the Libau business is so much smaller than the Rotterdam business is on account of the passport regulations. In that respect there is not such a large proportion, but when a rate is \$22.00 to Rotterdam, or \$24.00, and it costs for instance \$7.00 from Rotter-

Petitioner's Exhibit 445

6006

dam to a point in Russia, and the rate to Libau should be \$36.00 or \$38.00, the difference would be so great that it would pay the passenger to go via Rotterdam. We see the passengers here and know how they talk to the agents, that they would prefer to go direct if there was not so much difference in the rate, but regardless of that, we agree with the Company, that when we are compensated on a Rotterdam ticket we should be compensated in proportion on a Libau ticket, and when the Committee comes to us again, which we think they will for the S. S. "Russia" and ask us to use that steamer as a fighting steamer, they will evidently want to reimburse us only for the regular \$30.00 to Rotterdam, and we in turn will want the same proportion on Libau, otherwise we will quote the full \$38.00 rate to Libau. If on the other hand the Committee is willing to give us the same proportion on Libau as they give us on Rotterdam, and as the rate to Rotterdam on the next steamer will be \$22.00 to Rotterdam, or possibly \$21.00, the Libau rate should be \$29.00 or \$28.00 as the case may be. The Company should be reimbursed \$8.00 on each ticket, if the Rotterdam rate is made \$22.00, both Rotterdam and Libau, and not \$9.00 as you claim. That is the rule laid down. If they do not agree to that on Libau, we will simply quote \$22.00 or \$21.00 to Rotterdam, and quote our regular rate to

6007

6008

Petitioner's Exhibit 446.

6109

Libau 5/18th August 09.

Copies of telegrams exchanged with Maxolaf, New York.

Received:

Sobarcado We beg to suggest
 Talacary advise by telegraph
 Rachever increase the rates
 Rotterdam

steerage

Orienting \$30.—

Eleazureuts we expect

Birma

Whips

will be

selected

fighting

ship

so

Company

Cheopes will be compensated
 at

Orienting \$30.—
 instead

Oriebare \$28.00

6110

Sent:

increase steerage Rotterdam

Orifice \$31.—

Libau

Orissus \$38.—

Taliation telegraph confirmation

6111

Received:

44309 Birma arrived New York Tuesday 9
 a. m.

Small Committee selects Birma

Orgyia \$24.—

rate

Rotterdam

Tahapanes your telegram to hand
 rate advanced

6112

Petitioner's Exhibit 447.

Libau 13/28th March 1909.

Messrs. A. E. Johnson & Co.,
27 Broadway, New York.

Dear Sirs:

We beg to refer to your letter of the 9th inst. dealing with our collecting head tax from second class passengers. For your information we do not fail to say that according to the Conference terms, the second cabin rate must be Ro. 20.00 higher than that one for third class, so we always charge Ro. 115.00 = Ro. 8.00 from cabin passengers.

6113

However, from American citizens we are collecting no head tax, and in this special case mentioned by you we are willing to refund the \$12.00.

Yours faithfully,
THE RUSSIAN AMERICA LINE
THE RUSSIAN EAST ASIATIC
STEAMSHIP CO. LTD.
(signed) F. Schestakovsky.

6114

Petitioner's Exhibit 448.

6115

June 11th, 1908.

Messrs., The East Asiatic S. S. Co.,
Copenhagen, Denmark.

Gentlemen :

In conversation today with Mr. Richard, he read our Mr. Straus a cable from his Company, the Russian Volunteer Line, which read as follows :

"Will send steamers if you can get ample number of passengers from Europe."

Mr. Richard stated, I have written our Company yesterday about outstanding prepaids, and they will not discontinue selling prepaid tickets. Richard's stated to his company, in conversation with Mr. Straus who thinks the Russian East Asiatic S. S. Co. would be glad to help out the Volunteer Line and take whatever passengers they should offer us at our Cost price. 6116

This would naturally give us the business of both lines should the Volunteer discontinue to send their steamers out here. Please communicate with them if you think this good policy, and thereby capture the prepaid business issuing from the Volunteer Line.

Yours very truly,

6117

6118

Petitioner's Exhibit 449.

CABLEGRAM.

THE COMMERCIAL CABLE COMPANY

"VIA COMMERCIAL"

ORIENT,
COPENHAGEN.STEAMER NORDAM PLACED AGAINST
RUSSIA RADIQUELS ORGIAQUE ROTTER-
DAM FELDBINDE RADOUB.

JOHNSON

6119

Petitioner's Exhibit 450.THE WESTERN UNION TELEGRAPH
COMPANY.Send the following message subject to the terms on
back hereof, which are hereby agreed to.

June, 1908.

Steamer Nordam placed against Russia Radiqueis
Orgiaque Rott at reduced rates \$22.6120 Feldbinde Radoub
we will follow at equal rates

JOHNSON.

Petitioner's Exhibit 451.

6121

June 13, 1908.

Messrs. East Asiatic S. S. Co.,
Copenhagen, Denmark.

Gentlemen:

Enclosed please find memo from our Chicago Office and note A. E. J's remarks if a Continental Pool steamer is placed against ours.

We enclose herewith notice from the Holland American Line reducing their third class outward to \$22.00; this rate was mailed last night to their agents and we received it this morning. It seems to us quite clear that this is the policy of the Continental Pool Lines to wait until an outside line have a steamer then place a low rate against it, which they have done against our "RUSSIA." We felt at the present time that it would not be necessary to reduce lower than the Holland-American Line, and we do not intend to lower the rate for Improved Steerage, as we have about 60 booked for Improved Steerage for this steamer. Now it is a question between the non-conference and conference Agents as to who will win out on equal rates. We called on the Holland American Line and told them that it was not necessary to reduce the rates as we had not reduced ours and they blame it on Richard & Company's Continental. That may be the case and it may not. We really believe it is the object of the line just as stated above to reduce their rates whenever an outside line has got a steamer on the same date. The Outward business at present has fallen off considerably for all lines which you will notice in the next red sheet statement which will come out from the Secretary of the Conference Line.

6122

6123

We have had ten photographs made of the S. S. "RUSSIA" from the photograph sent us by the builders and have delivered a photograph to each of the

6124

Petitioner's Exhibit 451

different American, German and Jewish newspapers in order to get a good advertisement, and create talk about the steamer. We will report to you later what progress we are making.

From conversation with Mr. Nyland, General Passenger Agent of the Holland-American Line. today when we called his attention to the fact that there was no necessity to their reducing their rate, he said, I am sure if you people would now apply to join our combination in Europe you would be received. We do not know how true this information may be but we give it to you for what it is worth.

6125

In connection with the foregoing we cabled you today as follows:

"STEAMER NORDAM PLACED AGAINST
RUSSIA RADIQUEIS ORGIAQUE ROTTER-
DAM FELDBINDE RADOUB."

which we now confirm.

Yours very truly,

6126

Petitioner's Exhibit 452.

6127

CABLEGRAM
THE COMMERCIAL CABLE COMPANY
"VIA COMMERCIAL"
ORIENT,
COPENHAGAN.
STEAMER NORDAM PLACED AGAINST
RUSSIA RADIQUEIS ORGIAQUE ROTTER-
DAM FELDBINDE RADOUB.
JOHNSON.

6128

Petitioner's Exhibit 453.

July 18th, 1908.

Messrs. The East Asiatic S. S. Co.,
Copenhagen, Denmark.

Gentlemen:

Your cable in reply to ours of yesterday's date to
hand reading:

"RATES LAMPSAKOS"

We have made the rate \$24.00 to Rotterdam and
\$31.00 to Libau and hope thereby to scoop in the busi-
ness which we most certainly would have lost if we
had allowed the old rates of \$2.00 and \$33.00 re-
spectively to stand.

6129

Yours very truly,

6130

Petitioner's Exhibit 454.

June 9th, 1908.

Messrs. The East Asiatic S. S. Co.,
Copenhagen, Denmark.

Gentlemen:

6131

6132

The Holland America Line have just sent out notice reducing their rate to \$22.00 for the steamer leaving on the 17th instant in opposition to the "CHERSON" which leaves on the same day, therefore, would earnestly request the company to allow us to reduce the rates of the S. S. "RUSSIA" the same as quoted by the Volunteer Line, as all lines will certainly reduce their rates now, and we think the Volunteer Line will make one dollar differential. We have not yet heard what Messrs. Richard & Co. are going to do, but we consider it very important for our new steamer as we cannot get any kind of business unless we have got as low rates, and should have at least one dollar differential against the combined pooled lines which are so strong in their combination and whatever losses are sustained by these lines are divided up amongst the pool, each line paying their pro rata share. As we understand it, the pool rate, even when steamers run over a certain figure the lines that run over the allotment of passengers according to their percentages, pay at the rate of \$20.00 into the pool. We understand that the Cunard Line according to the new pool arrangement has to pay into the pool \$10,000.00 on account of running over their percentages, which we understand is 17% of the total business.

Yours very truly,

Petitioner's Exhibit 455.

6133

June 12th, 1908.

Messrs. The East Asiatic S. S. Co.,
Copenhagen, Denmark.

Gentlemen:

By appointment with Mr. Johnson he met Mr. Richard in reference to discuss future business. He met Mr. Richard and told him that we read the account in the different newspapers of the Volunteer Line withdrawing from the trade, which appeared in the New York Herald. Mr. Richard immediately denied the truth of the reported statement, and showed us a letter written by him to the New York Herald stating that his Company has cabled him that they are only suspending, awaiting more business from the other side. Any other information which the Herald had he claims is incorrect. He then took up the question of prepaid business from the other side; Mr. Richard stated that he has written his Company asking them to forward his prepaids by the Russian East Asiatic S. S. Company's steamers until they resume, as he understands from the Agents here, unofficially, that the Russian East Asiatic S. S. Co. will accept these prepaids at cost. He has written his Company asking them if he shall continue selling prepaid tickets and when he gets an answer he will show us what the Company has written him on the subject. He further states, and promises, that when the Continental Lines have no steamers he would be glad to give us any passengers that he may have from any of his Agents to go via our Line. Of course we only understand that he will favor his New York and Continental Line with which Company he has a contract. That we understand, and for your information the same Agents that work for Richard's Line, are non-conference Agents, and are the same Agents that work for our line. Mr. Richard

6134

6135

Petitioner's Exhibit 455

6136

also stated to our Mr. Straus that his prepaid business did not amount to more than 20 passengers a week on account of the dull times. We therefore confirm our cable which we have sent to you today and acknowledge receipt of the cable received from you. The answer which we have sent to you reads as follows:

6137

"RICHARDS CLAIMS VOLUNTEER WIND-KUNST TEMPORARILY WROTE COMPANY ADIPOSO OUTSTANDING PREPAIDS FEMELLE OUR LINE ASKING PERMISSION SCYMITARS PREPAIDS TARRUT IUS PROMISES GIVE US OUTWARD CAMBARCAR HAGIOMACO CONTINENTAL LINES STEAMER;"

6138

and we really believe that if the Volunteer abandons the New York trade that the business that they have received will go to us, and as soon as the prepaid business gets heavier it will force our ships to go full from the other side and put us in a more paying basis. As all the other lines at present, which you also note are not doing very much from the other side. We will get a proper share of this business as soon as the trade begins to move. Outward business looks very blue for this week as the Italian Line which had a \$17.00 and \$20.00 rate to Fiume, Trieste and Vienna, which is from \$11.00 to \$12.00 lower than our rates have carried 807 continental passengers on the S. S. "ARCONA" which is supposed to leave today, after stopping at Philadelphia. This will give you an idea that these cheap rates of the Italian Lines are drawing the business from the other side and we hope that these rates will soon be withdrawn in order that we can arrange, if possibly so, to raise our rates, and agree with the Continental Lines, a small differential is all that we would require for steamers like

the "ESTONIA," and if it is true that the Volunteer will abandon the New York trade, and that the Company will see their way clear to go into the Combination or Pooled Lines so that they will get a paying revenue for the business which would make it more profitable for all concerned.

At the present writing we have now booked 7 first cabin, 40 second cabin, and about 60 improved steerage, but we have the cheap rate of the Volunteer Line, \$21.00, and the Continental Line of \$21.00 and the Holland American Line of \$22.00; the Continental sailing four days before us. It is a question what steerage passengers we will be able to secure, and as we do not wish to reduce the rate until we know that a steamer of the Continental Pool Line is placed against us at a lower rate than ours; if they should not, we hope to be able to do fairly well in the steerage. As so many steerage passengers have left this side as stated before, it is an impossibility to state what we can expect at so early a time, however the Company can rest assured that we will do every thing in our power, and leave no stone unturned to get the passengers for the steamer "RUSSIA."

Yours very truly,

6140

6141

6142

Petitioner's Exhibit 456.

Libau, 5/18th, August 09.

Messrs. A. E. Johnson & Co.,
New York.

Dear Sirs:

Eastbound Steerage Rates. We confirm telegrams exchanged on this subject as per copies enclosed.

6143 We are obliged for your wire informing us that you expected the "Birma" would be selected for fighting the North West Transport Line and thank you for your proposal to increase the Rotterdam steerage rate to \$30.— As the other lines are quoting still higher rates we thought it however best to increase the Rotterdam rate to \$31.—, and the Libau rate to \$38.—, and wired you to this effect.

We later on received your telegram, from which we note that the "Birma" has been selected for the fighting with a rate of \$24.— and that you have announced our regular steerage rates as indicated by us.

We are glad to note from your telegram that the "Birma" arrived at yours yesterday at 9 a. m.

Prepaid 18457. In accordance with your today's wire we are paying Ro. 30.— to this prepaid for your account.

6144 *Prepaid 22716.* From the same telegram we observe that you have already refunded the value of this ticket.

Yours faithfully,
THE RUSSIAN AMERICA LINE
THE RUSSIAN EAST ASIATIC
STEAMSHIP CO. LTD.
(Signed) Robert Christianson

Paul
August 28, 1909.

Petitioner's Exhibit 457.

6145

Nov. 30th, 1910.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen:

Enclosed please find copy of letter sent by the Conference to the Cunard Line, at a meeting which we attended. The Cunard Line sent out a private circular letter, paying \$4.50 commission from Minneapolis to Europe, mixing this commission up with the commission which existed in Duluth, temporarily till January 1st, and on account of the Cunard Line representative not coming to the meeting, the members decided to send them this letter. In the meantime the Cunard Line has telegraphed to their agents to withdraw the commission and the situation is cleared up. This is for your information.

6146

Yours very truly,

Copy to Copenhagen.

Petitioner's Exhibit 458.

Nov. 15, 1910.

Messrs. The Russian American Line,
Libau, Russia.

6147

Gentlemen:

As we now understand from a cable received by Messrs. Benham & Boyesen, that after this sailing of the SS Kursk, the Lituania, Russia and Kursk will go direct to Libau and not call at Rotterdam. We regret exceedingly that on this account we could not get the Lituania as a fighting steamer, as we were certain to have a thousand passengers for the Dec. 10th sailing, being a Christmas sailing, as we have already written you.

Yours very truly.

Copy to Copenhagen.

6148

Petitioner's Exhibit 459.

Nov. 9, 1910.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen:

We beg to acknowledge receipt of your favor of the 15/28th ulto., regarding the sailings for 1910.

Referring to the SS Lithuania, we could easily send this steamer from here on the 8th of December if she comes in on time, and we hope the Company will get her as a fighting ship.

6149 As Messrs. Benham & Boyesen have about 3200 tons of cargo for this steamer, they could take about 2500 tons and leave 700 tons for the SS Russia, and we could send the SS Russia and Kursk following the Lithuania direct to Libau.

We will also try to get a sailing list from the Uranium S. S. Co. and send it to you as soon as possible.

Awaiting your further instructions in the matter, we remain,

Yours very truly,

Copy to Copenhagen.

6150

Petitioner's Exhibit 460.

6151

Nov. 4th, 1910.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen:

We regret exceedingly that we have not been able to dispatch the SS Birma to Rotterdam, in spite that we formerly advised you that we hope to get the number of passengers required by our Company in order to have this steamer touch Rotterdam, but the North German Lloyd has decided to send the Grosser Kur-fest against the Volturno of the Uranium S. S. Co. at the rate of \$21, brutto, and sent out a circular to this effect on Saturday night, which means practically a week before the sailing of the SS Birma.

6152

Some of our agents had already advised outward tickets, but stated immediately on receipt of the circular from the North German Lloyd, that under no consideration are they able to get any more Rotterdam passengers for the SS Birma, because each passenger would certainly prefer to wait five days, thereby saving a difference of \$10.00 in rate, and also from \$1.00 to \$1.50 difference in European rail fare, as the rates from Bremen to inland points are from \$1.00 to \$1.50 than from Rotterdam. Some of the agents also asked to have their outwards which they advised, cancelled, and to return their remittances, as the passengers desired to wait and take advantage of the cheaper steamer in order to save at least \$10.00.

6153

It might have been, that in spite of the circulars sent out by the North German Lloyd that we would have had the required amount of adults, as reports coming in from the State of Pennsylvania and Chicago show that we would have had about 80 steerage and 7 cabin passengers to Rotterdam; possibly 100; but as our steamer sails at 2 o'clock in the afternoon, and if we

6154

Petitioner's Exhibit 460

did not come up the 100 adult mark, it would be impossible then to change direct to Libau, so we thought it best on Wednesday to advertise the steamer direct to Libau and transfer the passengers booked.

6155

You of course know how difficult it is for us to decide or say how many passengers we will have prior to the sailing. It is a physical impossibility, and no one can say that, except guess at it. We presume that you have the same difficulties on your side, and as the SS Kursk has freight to Rotterdam, she naturally has to go to Rotterdam, even if she will not have the required number of passengers. But after then, unless the Company can see their way clear to change the instructions about the 100 adults to Rotterdam, it would be far better for the Winter season, January and February, to send the steamers direct to Libau and advertise them to that port only, unless Messrs. Benham & Boyesen have freight for Rotterdam, but as we understand, the Company has now enough agricultural freight to fill the steamers to Libau.

6156

Of course the Company understands that the steamers must be coaled with 1500 or 1600 tons if they go to Rotterdam but if they go to Libau direct via New Castle o/T, they need only about 1000 tons, and therefore it would be a difficult matter for us on the last day to decide to go direct to Libau on account of not having a sufficient number of passengers for Rotterdam, as the coaling must be done before the last day. The Company will therefore readily understand their instructions are very hard to carry out as stated previously.

Also, should we have had only 80 or 90 passengers for Rotterdam, and decided then to transfer these passengers for the reason that we did not have the required amount, we would have had to send these passengers to a hotel and to keep them for the sailing of some other steamer, as no steamer sails after 2 o'clock

Petitioner's Exhibit 460

6157

P. M., and we would have to pay the board of these passengers in a hotel from Saturday to Tuesday, which would be at least \$3.00, and also the difference in rate of \$4.00, or a total of \$7.00, which would amount to about \$600.00 for all the passengers, which we desire to avoid for the Company.

By cutting out Rotterdam it would hurt the Rotterdam business of the line, as the agents must be continually notified when we have a steamer to Rotterdam, as we have sailings only every 14 days, and they naturally forget the sailing. It is not like other lines that have a sailing every week on one particular day.

6158

We will now be out of the Rotterdam business in case the Company adheres to the instructions, for the months of January and February, and we naturally feel that it hurts the business regardless of how many passengers the steamers take to Rotterdam, as we wish to convey to the public that we have a Rotterdam service. We therefore think that the instructions should be changed to 75 adults instead of 100 adults to Rotterdam.

Yours very truly,

Copy to Copenhagen.

6159

6160

Petitioner's Exhibit 461.

Nov. 1st, 1910.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen :

Referring to our letter of yesterday, regarding the insuring of passengers, we have today received the enclosed private and confidential communication from the Secretary of the Conference, which we hasten to send to the Company, for your information.

6161 As we suggested yesterday, the Company should have absolutely nothing to do with the insuring of the passengers, and also not to encourage the insurance of aliens. We hope the Company can bring this about because it might, as the question is up now, cause inconvenience to such passengers that are insured.

We think this matter has been brought up by the other lines through their representatives in Russia, therefore it is very important for the Company to discourage the insurance of passengers against deportation.

Yours very truly,

Copy to Copenhagen.

6162

Petitioner's Exhibit 462.

6163

March 18th, 1909.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen:

Prepaid 17759/750, Rotterdam report 76, August 11th.

The passenger on this prepaid ticket was booked from Rotterdam to New York, and this ticket advised accordingly. The agent who sold this ticket has asked now to advise this passenger to come forward via Libau, but the purchaser could not afford to pay the difference in rate, between the Rotterdam rate at which this ticket was purchased, and the ruling rate. 6164

As it is a loss to our Company if passengers are forwarded via the Holland American Line, we have decided to take into consideration the rate which was in effect at the time this Rotterdam prepaid has been advised, viz., \$34.50, therefore we have collected from this passenger the difference in rate amounting to \$9.00, and also \$10.00 for a passport. This amount of \$19.00 you will find credited in our financial statement of March, and therefore we will kindly ask you to advise this passenger again to come forward via Libau, and inform them at the same time that the passport has been paid for. The name of this passenger is Machla Resnik. 6165

Yours very truly,

6166

Petitioner's Exhibit 463.

March 19th, 1909.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen:

6167

We beg to enclose you herewith a copy of a letter which we have sent to the Holland American Line, which explains itself. We do not think that the Company has made an agreement with the Holland American Line, in accordance with which the Holland American Line should receive 5% cancellation fees on the gross amount of a prepaid ticket, as it is against the rules to deduct 10% from money which does not concern the Company, and it cannot be required to deduct 10% on head tax or American or European rail fare. The only right that a steamship company can require for the disposition of money that belongs to them is for the ocean passage and therefore we have asked, as you will see from the enclosed letter, to refund to us the amount of \$1.87. In consequence of this letter we will not credit you any more with 5% cancellation fees on Rotterdam prepaids, as evidently you have made the arrangement with this line.

6168

Yours very truly,

Petitioner's Exhibit 464.

Omitted.

Petitioner's Exhibit 465.

Omitted.

Petitioner's Exhibit 466.

6169

March 25th, 1909.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen:

On account of the steamer "Estonia" not sailing on time, we had to transfer 37 passengers. 22 were transferred to the North German Lloyd, 1 to the Cunard, 6 to the American Line and 8 to the White Star Line.

We transferred 14 passengers to the White Star and American Lines, and as they give us general agent's commission of \$3.00, we therefore charge your account only with \$2.00 each, or \$28.00, and on the remaining 23 passengers we only received \$2.00 each, therefore, we charged your account with \$3.00 on each ticket, or \$69.00; total \$97.00.

6170

The numbers of these tickets you will find in the vouchers attached to the financial statement.

Yours very truly,

6171

6172

Petitioner's Exhibit 467.

March 23rd, 1909.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen :

Please note that the "Lituania" will have 10 steerage and 1 cabin passenger. About 25 Rotterdam passengers will be transferred to the Rotterdam Line tomorrow, and they accept our rate of \$28.00 less \$2.00 commission.

6173 This season of the year it is only the better class of people that are traveling, and those that have money, as of course, the foreigners who have work here would not go this season of the year, either to Rotterdam or to Libau, or points beyond, unless for pleasure.

6174 The Hamburg American Line steamer which left here Saturday was the Easter ship, and as the passengers are looking for the largest and fastest steamers, particularly when they have money, and the "Lituania," "Estonia" and "Korea" being well known to the agents now, as well as the traveling public, in comparison with the other steamers, we naturally could not expect to receive anything like the other lines received, when we sail against such steamers as the White Star, Hamburg American, Holland Line, and North German Lloyd, whose rates are the same as ours, and whose rail fares range from \$1.00 to \$1.50 cheaper than we are from Rotterdam, and as stated above, the class of people that travel are the better class, and this is the best that could be done under the circumstances.

A number of agents have also called our attention to the changing of our sailings from time to time, and as the other lines have a particular day mapped out every week, and some twice a week, we stand of course at a disadvantage with the material we have.

Petitioner's Exhibit 468

6175

We also wish to call your attention, if you take your sailing list, you state that your steamers sail from Libau on Tuesday, and you claim that the steamers arrive here on Monday. This never occurs, as the steamers do not leave Libau on Tuesday; sometime on Wednesday, and as in the case of the "Lituania," on Thursday, and she naturally arrived here too late for Saturday.

Petitioner's Exhibit 468.

March 23rd, 1909.

6176

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen:

Referring to the Company's cable of the 15th inst., reading, "Korea arrived at Libau Sunday 5 P. M., please collect to our credit \$16.50 from prepaid 21198," beg to inform you that it was impossible to collect this amount on prepaid 21198, as you will see from the enclosed letter of the agent who sold this ticket. We could not keep the baggage, as this passenger did not have any and we have no right to hold a passenger back at the Island, and therefore as we could not collect this amount, we are very sorry we cannot credit your account with the same.

6177

Yours very truly,

6178

Petitioner's Exhibit 469.

Libau, 24/9, March, 1909.

Passenger Department.

R. C.

Messrs. A. E. Johnson & Co.,
New York.

Dear Sirs:

Duchoboray sect. We are in receipt of your favor of the 23rd ulto. and note with great interest all you write upon this subject.

6179 We think that the letter you have required from the Russian Consul will prove sufficient, and shall take up the matter with the ministry on this side upon receipt of same.

As for the transport of the whole body, 10/12,000 souls we have written our board at St. Petersburg, and in the meantime we ask you not to close any contract for this business unless having conferred with us about the particulars.

6180 At our present rate, \$35. to Libau we shall not be able to carry out this transport unless with a loss, having to pay to the Conference £4.—for any passenger beyond our share, but we might be able to raise our Libau rate to \$38.50 or \$40, and at the same time we reckon that you might see your way to content yourselves with \$2 commission per adult, taking into consideration, that you have no subagents' commission to pay, and also the special nature of this business. Please let us have your views.

Yours faithfully,

THE RUSSIAN AMERICA LINE.

RUSSIAN EAST ASIATIC STEAMSHIP CO. LTD.

(Signed) Robert Christianson.

Copy to Rusasiatic.

Petitioner's Exhibit 470.

6181

Libau 14/27th, March, 1909.

Messrs. A. E. Johnson & Co.,
New York, U. S. A.

Dear Sirs:

We beg to refer to your letter of the 12th inst., and carefully note what you write in same about the payment of Russian railway fare. We have previously discussed this question, and of course we are willing to remit the railway money, when advising a passenger, which modus we will follow in future until we eventually will succeed in coming to some arrangement with the railway companies. 6182

Yours faithfully,

THE RUSSIAN AMERICA LINE.

RUSSIAN EAST ASIATIC STEAMSHIP CO. LTD.

(Signed) F. Schestakovsky.

6183

6184

Petitioner's Exhibit 471:

Libau, 16/29th, March, 1909

Messrs. A. E. Johnson & Co.,
New York, U. S. A.

Dear Sirs:

We received your letters of the 10th, 11th & 12th inst., from which we unfolded your travelling agent's reports as well as your new sailing list.

Maintenance of Conference: We thank you for your kind efforts to have this question settled as cheap as possible, and are looking forward to your final good news.

6185

Enclosed we return the agent's reports, contents of which have had our attention.

Yours faithfully,

THE RUSSIAN AMERICA LINE.

RUSSIAN EAST ASIATIC STEAMSHIP CO. LTD.

(Signed) F. Schestakovsky.

Enclosure.

6186

Petitioner's Exhibit 472.

6187

New York, April 1st, 1909.

Measurements of S. S. "Lituania."

		Superficial Feet	Passengers Allowed	
Lowest Passenger Deck				
Compartment No. 1.....		1588.47	75.64	
" " 2.....		2662.74	112.51	
" " 3.....		1602.75	76.32	
Totals		5553.96	264.47	
1st deck above No. 1.....		1685.35	93.63	6188
" " 2.....		1738.80	96.60	
" " 3.....		2897.62	159.86	
" " 4.....		1847.43	102.63	
" " 5.....		1483.13	82.39	
Totals		9632.33	535.11	
2nd deck above, poop.....		917.73	50.98	

		Maximum Space Superficial feet.	Passengers Allowed	
Recapitulation				
Lowest passgr. deck.....		5553.96	264.47	
1st deck above L. P. Deck..		9632.33	535.11	6189
2nd deck above L. P. Deck..		917.73	50.98	
Lounging Rooms		166.16	9.23	
Bath, Toilet & Laboratories		647.05	35.94	
Hospitals		660.93	36.71	
Total		17578.16	932.44	
Berthing Space.				
Lowest Passenger Deck...		5553.96	308.55	
1st deck above L. P. Deck..		9632.33	642.15	
2nd deck above L. P. Deck..		917.73	61.18	
Totals		16104.02	1011.88	

Legal number of passengers allowed to be carried is
932.44.

6190

Petitioner's Exhibit 473.

April 1st, 1909.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen :

Prepaid 13493, reference 841, report 76, July 13th.

We beg to refer to our letter of Jan. 8th, in which we informed you that this passenger arrived on the steamer "Birma" and has been entered by you as a Russian Volunteer ticket, #20980.

6191

The agent who sold this ticket advised this prepaid to us under the above mentioned number, but as we informed you some time ago, some passengers at the time the Volunteer Fleet went out of business had the blanks of this Line.

Messrs. C. B. Richard & Co. now claim from the agent of this prepaid ticket, the payment of same, therefore we have asked you to cancel same and refund to him the proceeds without any deductions.

Will you kindly give this matter your prompt attention as the agent is very anxious to receive the refund of the same.

Yours very truly,

6192

Petitioner's Exhibit 474.

6193

April 12th, 1909.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen :

The steamer "Russia" is leaving during the week of the Jewish Holidays, "Pasach," which is Easter week, and there are very few passengers travelling, which you will notice from the pink sheets sent out by the Conference.

Yours very truly,

6194

Petitioner's Exhibit 475.

April 14th, 1909.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen :

Refund of Trachoma Fines:

We beg to inform the Company that in a conversation to-day with Mr. Lawson Sandford, Secretary of the Conference, he informed us that up to the present time the Supreme Court has not handed down a decision whether the steamship companies will receive the refund of these fines or not. This is to advise the Company that you will be then posted.

6195

Yours very truly,

Petitioner's Exhibit 476.

6196

April 16th, 1909.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen :

6197

Referring to the Company's letter of the 1st inst., we noted with pleasure that your board is working very strong to get through the proposition about the immigrant slips, and it was told to us privately that under this condition the R. V. Fleet is going to start in the business. Certainly we do not know how much truth there is in this statement or rumor, but this has been told to us by the Russian Immigrant Society, who are in very good connection with the Russian Government.

Concerning the required copy of the tariff of the Austro American Line for Russian prepaid passengers, we beg to enclose you herewith a copy, and also a copy of a statement made by Mr. Nelidoff.

Concerning the copy of the letter in question (original) we have written to the agent who has given us a copy of this letter asking him to send us the same, and if he will give us this letter, we will send the same to you, but we doubt whether he will let us have this letter.

6198

Yours very truly,

Petitioner's Exhibit 477.

6199

April 16, 1909.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen:

We beg to inform the Company that all lines will advance the Eastbound outward rates as follows, which rates we will quote for our next sailing.

To Rotterdam, Steerage.....	\$31.00	
Improved Steerage	33.00	
To Libau, Steerage	38.00	
Improved Steerage,	40.00	6200

Yours very truly,
Copy to Copenhagen.

6201

6202

Petitioner's Exhibit 478.

April 20th, 1909.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen :

Enclosed please find the minutes of the last Conference meeting. We beg to call the Company's attention to the paragraph regarding Southern Pacific Individual Railroad Orders.

6203 The Southern Pacific have been endeavoring to transact the rail business in Europe with some of the Lines, without success, but some of the Lines, as we understand it, have been drawing Southern Pacific Orders, out of friendship to Falk & Co., who are the Southern Pacific Representatives at Hamburg.

The Conference thought it best policy for each and every steamship company to draw their own individual orders, the same being handled here by the Immigrant Clearing House, and the Lines have been requested to write their representatives or home offices to this effect. We recommend not drawing any Southern Pacific orders whatsoever, as there is no particular benefit to the Company.

Yours very truly,

6204

Petitioner's Exhibit 479.

6205

April 23rd, 1909.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen:

We beg to acknowledge the Company's cable reading, "Eastbound raise rates \$3.00" and beg to inform you that in the meantime we have already received the information from the secretary of the Atlantic Conference to advance our outward rate, and we beg to enclose you herewith our notice that we have sent to the agents.

6206

Yours very truly,
Copy to Copenhagen.

6207

6208

Petitioner's Exhibit 480.

Libau, 8/21, March, 1909.

R. C.

From May the 1st 1909 the Emigrant railway-fares will be as follows for the routes mentioned below :

	From	Via	Hfl.	2/50
	Rotterdam			
	To	Szczakowa	\$	
	Brody	Myslowitz—Oswiecim	20.80	8.32
	Czernowitz	"	22.75	9.10
6209	Itzkany	"	23.55	9.42
	Krakau	"	15.10	6.04
	Krakau	Oderberg	15.90	6.36
		Szczakowa		
	Lemberg	Myslowitz—Oswiecim	19.75	7.90
	Nowozielitza	"	23.00	9.20
	Podwoloczyska	"	22.00	8.80
	Prag (St. E. G.)	Dresden-Bodenbach	12.00	4.80
		Szczakowa		
	Tarnopol	Myslowitz—Oswiecim	21.40	8.56
	Tarnow	"	16.30	6.52
	Wien (Nordw. Bf.)	Dresden	15.45	6.18
	(Nordbf. oder)			
6210	(Staatsbf.)			
	Wien, Nordbf.	Oderberg	15.45	6.18
	Wien (K. F. J. B.)	Eger	15.45	6.18

Attached slip reads as follows:

Russische Ost-Asiatische Dampfschiffahrts-Gesellschaft Libauer Filiale.

Einlage für:

JOHNSON & CO.

Petitioner's Exhibit 481.

6211

April 27th, 1909.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen :

Maintenance of Conference: Enclosed please find a copy of a letter from Mr. Lawson Sanford, Secretary of the Conference. In a conversation with Mr. Sanford today, he claims that the Managing Committee had decided on \$400 for the Russian American Line. Mr. Sanford also claims that the lines like the Sicular Americana, which had only 10 sailings, also paid \$400. This is the compromise which the Managing Committee suggests, \$400 for the Russian American Line.

6212

Mr. Sanford also claimed that if the Conference accepted \$200 as offered by us, it would disturb the entire arrangement of the maximums, and leave the Conference with insufficient funds for maintenance, as all the Italian Lines now paying \$400 would want to pay the same as us.

Mr. Sanford suggested that we therefore submit this to the Company and rule by your decision.

Yours very truly,
Copy to Copenhagen.

6213

6214

Petitioner's Exhibit 482.

April 29th, 1909.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen:

Sometime ago the Company send us a statement of railfares which will be in force from May 1st from Rotterdam, and which we should place in our European Inland Tariff. As the Holland American Lines does not make any changes in the rates and the difference is so small, we think it would not be advisable to advance the rates, because we always have to have the same European rail fares as the Holland American Line, taking into consideration that their agents are also our agents.

Yours very truly,

Petitioner's Exhibit 483.

Dec. 12, 1908.

Messrs. Ruys & Co.,
Rotterdam, Holland.

6216 Gentlemen:

We beg to enclose you herewith a letter from our former general passenger agent of Philadelphia, who complains that the prepaid passengers have not yet received any letters of information when to call for embarkation.

In accordance with letter received from our Company, the arrangement between the Holland American Line and our line has already been made to forward all Rotterdam Passengers, and wherefore will kindly ask you to advise the same at once, in order to avoid any more trouble.

Yours very truly,

Petitioner's Exhibit 484.

6217

542 H Rotterdam, 12th December, 1908.
Russisch Ost-Asiatische Dampfschiffahrt Gesellschaft.
RUYS & CO.—ROTTERDAM.
Messrs. A. E. Johnson & Co.,
27 Broadway,
New York.

Dear Sirs:

We have received several letters from you asking for the forwarding of prepaid passengers.

You will in the meantime have received our letter 6218 informing you that everything had been definitely arranged with the Holland Amerika Lyn and that this Company was attending to the forwarding. All passengers desirous to travel will thus be forwarded with the least possible delay.

Yours faithfully,
(Signature undecipherable).

6219

6220

Petitioner's Exhibit 485.

The Russian America Line.

Rotterdam, 14th Jan., 1909.

Messrs. A. E. Johnson & Co.,
27 Broadway,
New York.

Dear Sirs:

6221

We duly received your favor of the 5th inst. and in conformity with your request we beg to hand you herewith passenger lists per s/s "Noordam" 12th December, s/s "Ryndam" 24th December s/s "Statendam" 2d January.

We had not sent you these lists because the forwarding of the passengers is entirely attended to by the Holland America Line, but we now will continue sending you these particulars. Please note however, that we can only send these lists a few days after steamer's sailing, as we only get the particulars after the steamers have left our port.

Yours faithfully,

RUYM.

Paul
Jan. 26, 1909.

6222 3 encl.

Petitioner's Exhibit 486.

6223

Feb. 18, 1909.

Messrs. Ruys & Co.,
Rotterdam, Holland.

Gentlemen :

We beg to acknowledge receipt of your favors of the 3rd and 9th inst., together with the prepaid passenger lists of passengers forwarded per s/s "Ryndam" and "Staatendam," for which please accept our best thanks.

Yours very truly,

6224

Petitioner's Exhibit 487.

April 16th, 1909.

Messrs. Ruys & Co.,
Rotterdam, Holland.

Gentlemen :

Prepaid 6852, reference 828, report 70, July 16th.

The purchaser of this prepaid ticket informs us today that the passenger on the above mentioned ticket has written him a letter in which he states that the Holland American Line has informed him that this ticket is "no good" and should be changed for another one. We do not see the reason why this passenger should not be forwarded, as this ticket has been duly advised and has not yet expired. We would kindly ask you to communicate with the Holland American Line or with the passenger, in order to forward these passengers at the earliest convenience.

Yours very truly,

6225

2075

Petitioner's Exhibit 488.

6226

Nov. 4, 1908.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen:

6227 We herewith beg to inform you that in accordance with the Trans-Atlantic Passenger Conference Notice #400, the North German Lloyd has advanced the west-bound prepaid third class rates for New York Express steamers from \$34.50 to \$38.50. For New York regular steamers, from \$27.50 to \$31.50. For Baltimore service from \$27.50 to \$31.50. Galveston steamers from \$30.00 to \$34.00, plus United States head tax of \$4.00, as per enclosed sheet.

We also beg to inform you that the Holland American Line has advanced their prepaid rates \$4.00. This means, prepaid rate from Rotterdam or Boulogne Sur-Mer to New York for all prepaid passengers except for Russian, Austrian, Hungary and Roumanian to \$31.50. Prepaid rate from Rotterdam for passengers from Russia, Austria, Hungary or Roumainia nationalities, to \$33.50.

6228 We also beg to enclose you herewith rate sheet given out by the American Line Oct. 27th, under #63, in accordance with which you will see that the rates to Europe are,—

To Hamburg	\$28.00
" Budapest	\$34.15
" Oswiezim	\$32.00
To Berlin	\$29.40
" Oderbarj	\$31.90
" Vienna	\$32.85

Petitioner's Exhibit 488

6229

while our rates for the same places are :

To Hamburg	\$31.00
" Budapest	\$35.55
" Oswiezim	\$33.70
To Berlin	\$31.00
" Oderbarj	\$33.60
" Vienna	\$34.00

The steamers leave New York Nov. 14th, 17th, 21st and 28th, and Dec. 5th, and therefore the steamer "St. Louis" sailing the same day as the "Korea" which has cheaper Continental rates than ours, therefore we *will* have a hard fight.

6230

Yours very truly,
Copy to Copenhagen.

6231

6232

Petitioner's Exhibit 489.

Libau, 13/26th Oct. 1908.

Messrs. A. E. Johnson & Co.,
New York.

Dear Sirs:

Your favor, file No. 1566, is duly to hand and we note that you have made the sailing date for the S. S. "Korea" from New York, Saturday the 14th November.

6233

We regret having been unable to send you a sailing for the remainder of this year, which is owing to our negotiations with the Atlantic Conference. However, we trust to have arrived at a definite result in a few days, when we shall furnish you with a sailing list.

Yours faithfully,

THE RUSSIAN EAST-ASIATIC STEAMSHIP CO., LTD.
LIBAU BRANCH.
F. Schestakorsky.

6284

Petitioner's Exhibit 490.

6235

Nov. 9, 1908.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen:

We beg to inform you that in accordance with the Trans-Atlantic Passenger Conference Notice 403, the American Dominion and White Star Lines have advanced their prepaid rates \$4.00, as you will see by the enclosed slip. Also, the Holland-American Line has advanced the prepaid rate \$4.00, as per enclosed rate sheet, as you will see from rate sheet #403, and all these lines have advanced the rate from Libau \$4.00, but make the same rate also from Riga. We beg to suggest to you that it may be advisable to make the same rate also for our line, in spite that the rail fare from Riga to Libau is about \$1.50. Will you kindly inform us about your views in this regard?

6236

For your information, in the circular and rate sheets sent out to the agents, these four lines mentioned, have the same rates from Libau and from Riga. We beg also to enclose herewith the new rate sheet #12, of the Hamburg American Line, and call your attention to the difference between the steerage and third cabin rates, which is only \$2.00, as you will see on page 2 and 3. This is for your information.

6237

Yours very truly,

6238

Petitioner's Exhibit 491.

Libau, 17/30th Oct. 1908.

Messrs. A. E. Johnson & Co.,
27 Broadway, New York.

Dear Sirs:

We have your favours of the 16th inst., files Nos. 1556 & 1557, and thank you for Transatlantic Passenger Conference report No. 787 & the new third class rate to Hamburg via the Hamburg America Line.

Yours Faithfully,

THE RUSSIAN EAST-ASIATIC STEAMSHIP CO., LTD.

6239

LIBAU BRANCH.

F. Schestakorsky.

Petitioner's Exhibit 492.

Libau, 21/3d Nov. 1908.

Messrs. A. E. Johnson & Co.,
New York.

Dear Sirs:

6240 We are in receipt of your favour, file No. 1430, and note the complaint from one of your Agents of Omaha. However, we trust everything is now in order, as our Rotterdam passengers in future will be forwarded by the Holland America Line.

Yours faithfully,

THE RUSSIAN EAST-ASIATIC STEAMSHIP CO., LTD.

LIBAU BRANCH.

F. Schestakorsky,

Paul

Nov. 14, 1908.

Petitioner's Exhibit 493.

6241

Nov. 21, 1908.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen:

We have just received the following letter from
Messrs. Ruys & Co.

"It has not been arranged between our Company
and the Pool Lines that the latter take over all the pre-
pays still outstanding. The Pool Lines however have
not yet taken the decision as to the route by which the
passengers will have to go. As soon as this decision
will be taken, the passengers will receive the necessary
instruction."

We would kindly ask you to try to make the arrange-
ment with the Pool Lines as soon as possible, because
every day we receive so many complaints and letters
from agents who have sold these Rotterdam prepaids,
and we would be very glad to have this matter settled
and straightened out.

Yours very truly,

6243

6244

Petitioner's Exhibit 494.

Sept. 18, 1909.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen:

Referring to your letter of the 19th/1st inst., regarding the S. S. "Birma," in which you acknowledge receipt of ours of the 16th ult., circular #37, the Small Committee of which our Mr. Straus was a member, decided to make the rate on the "Birma" \$24.00 to Rotterdam, as the pool arrangements are, that no line receives a higher compensation for a ticket than \$30. Naturally you would not receive more than \$35.00 to Libau. On the other hand you will notice the small amount of business on the S. S. "Birma" to Libau compared with Rotterdam. We have left the Libau rate too high; for instance, when we charge \$24 to Rotterdam, when instructed by the Small Committee, we should not charge more than \$31.00 to Libau, but the Pool does not compensate you anything on the Libau, as above stated, and you would receive more Rotterdam business and no Libau business, because the passengers will know that the rail fare from Rotterdam would make it much cheaper for them than to go via Libau and paying the ocean passage of \$35.00 or whatever the rate may be to Libau. We on the other hand kept the \$35.00 rate to Libau in order to make as much revenue as we possibly could for the

Petitioner's Exhibit 495.

6247

Omitted.

Petitioner's Exhibit 496.

Sept. 8, 1909.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen:

Mr. Lawson Sanford, secretary of the Conference, 6248
received a letter from Secretary Peters, in which he
states it was of the utmost importance that Mr. Peters
should know when it was that the "Birma" was se-
lected by the Small Committee to fight the competing
line. This of course has reference to our advance of
rate to \$31.00, which we explained to the secretary;
that the advance was made by our Company in the
morning and the reduction by the Small Committee
was made in the afternoon. This is for your infor-
mation.

Yours very truly,

Copy to Copenhagen.

6249

6250

Petitioner's Exhibit 497.

Sept. 8, 1909.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen :

6251 Mr. Lawson Sanford, Secretary of the Conference, received a letter from Secretary Peters, in which he states it was of the utmost importance that Mr. Peters should know when it was that the "Birma" was selected by the Small Committee to fight the competing line. This of course has reference to our advance of rate of \$31.00, which we explained to the Secretary; that the advance was made by our Company in the morning and the reduction by the Small Committee, was made in the afternoon. This is for your information.

Yours very truly,

Copy to Copenhagen.

6252

Petitioner's Exhibit 498.

6253

A. K. 7.

Libau, 19/1st Septbr. 09.

Messrs. A. E. Johnson & Co.,
New York.

Dear Sirs:

S/S "*Birma*" 2. Your favor of the 16th ult. to hand. We note from your circular No. 37 that you charge \$24, and \$35 for Rotterdam and Libau respectively. Having requested you to announce our rates at \$31 and \$38 respectively, we understand that the reduced rates have been fixed by the Small Committee and that you have arranged that we are refunded \$6, on the Rotterdam passengers (maximum rate being \$30) and \$3 on the Libau passengers, as we of course cannot agree to reduce our Libau rate without also getting this reduction refunded. Kindly let us have a copy of your arrangement with the Small Committee re the selecting of the "*Birma*" as fighting ship.

6254

Yours faithfully,

THE RUSSIAN AMERICA LINE,
THE RUSSIAN EAST-ASIATIC STEAMSHIP CO., LTD.
Initials undecipherable.

6255

Petitioner's Exhibit 499.

6256

Sept. 14, 1909.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen:

We beg to acknowledge receipt of the Company's letter of the 21/3rd in which you send us a copy of your letter written to Mr. H. Peters in Jena, in which you do not agree at our steamers being used as fighting ships unless the lines refund you the full difference.

6257 For your information, we beg to state that the lines here are very anxious to be appointed fighting steamers, knowing that they receive \$30.00 per head, no matter what rate is used to do the fighting, and we also beg to say that we should not take this stand with the Pool Lines on account of the probability of some other line going in for the Russian business, and if such is the case, we may be required, in order to protect the Company's interests, to be used as the fighting steamer to Libau. However, the Company knows best what it wants, but we simply respectfully make this suggestion.

Yours very truly,

6258 Copy to Copenhagen.

Petitioner's Exhibit 500.

6259

Oct. 4, 1909.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen :

On November 6th, the same date as the s. s. "Russia" is scheduled to sail, the North West Transport Line will have a steamer sailing, at the rate of \$24.00 to Rotterdam and \$31.00 to Libau. We expect to be selected by the Small Committee as the fighting line, and we respectfully ask the Company to allow us to take up the fight on that particular date, as we understand the Company is compensated at the rate of \$30.00 to Rotterdam. We could place the Rotterdam rate in effect, but leave the Libau rate stand at \$38.00. Of course, we will get very little Libau business, as with the \$24.00 rate to Rotterdam, it would be very much cheaper to the interior of Russia via Rotterdam than via Libau direct.

6260

As the Lapland sails on the same date as the "Russia," Nov. 6th, if we should refuse it, the "Lapland" will receive the privilege to do the fighting and be compensated at the rate of \$30.00 per head, and naturally we would carry very few passengers being that two lines are so much cheaper than we are the North West Transport Line and the Red Star Line.

6261

We therefore ask the Company to cable us and permit us to accept the decision of the Small Committee, which all lines do here.

Yours very truly,

Copy to Copenhagen.

6262

Petitioner's Exhibit 501.

Oct. 6, 1909.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen:

Referring to our letter of today, in reference to the Libau rate, the Committee has never discussed the Libau rate with us because they have been under the impression that the Pool only compensates at the rate of \$30.00 to the Continental Ports, about which we have written you a number of times.

6263 We never discussed the Libau rate, but the argument we used with Mr. Phelps, and Mr. Reilly, is as follows:

Our rate to Rotterdam at that time was \$31.00 and to Libau \$38.00. Now, as the Pool compensates at the rate of \$30.00 to Rotterdam, and as the Libau rate should be \$7.00 higher than the Rotterdam rate, we should be compensated not less than \$2.00 on Libau instead of \$3.00, as we collected \$35.00 for Libau. Under this condition, the regular fare compensation rate and \$7.00 higher for Libau would be \$37.00.

Yours very truly,

6264

Copy to Copenhagen.

Petitioner's Exhibit 502.

6265

Oct. 6, 1909.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen:

The following letter was sent to Mr. Sanford, Secretary of the Conference by Mr. H. Peters of Jena:

"I beg to acknowledge receipt of your favor of the 13th inst. contents of which have my attention.

I hereby would ask you to kindly inform me whether the Small Committee has agreed to the reduction of the Libau rate of the s. s. "Birma" August, from \$38.00 to \$35.00 because the Russian American Line claim compensation, besides for passengers booked for Rotterdam \$162.00, for difference in rate for passengers for Libau at \$3.00 each. This claim could hardly be recognized, unless it was by order of the Small Committee that also the Libau rate has been reduced with the view to withdraw passengers from the N. W. T. L. Awaiting the favor of your reply." 6266

At the bottom of this letter the Small Committee endorsed as follows: "Not discussed but think entitled to \$2.00 for each Libau fare." This has been signed by Mr. Phelps, Jr. of the Austro-American Line and Mr. Reilly of the Anchor Line. 6267

Yours very truly,

Copy to Copenhagen.

6268

Petitioner's Exhibit 503.

Oct. 8, 1909.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen:

The s. s. "Graf Waldersee" was placed against the "Voluturno." The s. s. "G. W." will have from about 400 to 500 passengers. We do not yet know what the "Voluturno" will carry.

6269 The rate for the "Graf Waldersee" is \$22.00 and the rate for the "Voluturno" is \$21.00. The North West Transport Co. always make their rate \$1.00 less than the official rate quoted by the Conference Line.

The other steamers that sail tomorrow will have very few steerage passengers on account of the Hamburg rate being so low \$22.00 against \$31.00 and \$33.00 of the other lines.

Yours very truly,

Copy to Copenhagen.

6270

Petitioner's Exhibit 504.

6271

Oct. 11, 1909.

Messrs. The Russian American Line, Continued.

Libau.

We hope this will be satisfactory to the Company, and wish to say at the same time, knowing we will have a large opposition on that particular date, that if we do not accept the fighting rate on that day, our rates will be so out of proportion that we will have hardly any steerage passengers on the S. S. "Russia" which is very important for the Company to know at this season of the year.

We therefore ask the Company to kindly cable us immediately whether we should accept the \$8.00 if the rate to Rotterdam is made \$22.00 and \$8.00 on Libau if the rate is made \$29.00. 6272

In reference to the Small Committee making a rate, there are no papers or agreements signed. It is simply a verbal understanding, as no minutes are kept by any committee on such matters, which you understand but we simply receive a notice from the Secretary that the Small Committee has decided to make a certain rate. This notice is always sent you.

Yours very truly,

Copy to Copenhagen.

6273

6274

Petitioner's Exhibit 505.

THE WESTERN UNION TELEGRAPH
COMPANY.

SMALL COMMITTEE DESIRES RUSSIA
FIGHTING STEAMER CALL ROTTERDAM
BENHAM BERG AGREE ACHLYSIE (if you
agree) IMPROVED STEERAGE GALLARUZA
(will go) EMPTY UNLESS FIGHTING STEAM-
ER CAMATIATE (in which case) GALEDUPE
(will most probably get) ABOUT 150 to 200.
TALIGALEE.

6275

Petitioner's Exhibit 506.

THE WESTERN UNION TELEGRAPH
COMPANY.

December 27.

To—RUSAMERIKA
LIBAU.

6276

SMALL COMMITTEE DESIRES RUSSIA
FIGHTING STEAMER CALL ROTTERDAM
BENHAM BERG AGREE ACHLYSIE IM-
PROVED STEERAGE GALLARUZA EMPTY
UNLESS FIGHTING STEAMER CAMATIATE
GALEDUPE ABOUT 150 TO 200 TALIGALEE.

Petitioner's Exhibit 507.

6277

Libau, 19/2 Dec. 1909.

Private.

Messrs. A. E. Johnson & Co.,
New York.

Dear Sirs:

Fighting steamers. We are pleased to inform you, that at the last Conference meeting it was decided to allow our line for eastbound Libau passengers on fighting steamers compensation for the difference between the regular and reduced net rate, but limited to \$12, of which please take note.

6278

Yours faithfully,

THE RUSSIAN AMERICA LINE,
RUSSIAN EAST-ASIATIC STEAMSHIP CO., LTD.

F. Schestarsky.

R Copy Cphg.

6279

6280

Petitioner's Exhibit 508.

Libau, 23/6 December, 1909.

Messrs. A. E. Johnson & Co.,
New York.

Dear Sirs:

6281

Your favor of the 19th ult. dealing with the rates for second B has come to hand, and contents duly noted. As you will have learned in the meantime the Conference requires a difference of \$10, between the steerage rate *included head tax* and second cabin B rate, and the second cabin B rate must therefore be \$62—when the steerage rate is \$48. We are however in touch with the conference about the matter, and shall let you know the result.

Yours faithfully,

THE RUSSIAN AMERICA LINE,
THE RUSSIAN EAST-ASIATIC STEAMSHIP CO., LTD.
F. Schestakorsky.

Paul Dec. 17, 1909.

R

6282

Petitioner's Exhibit 509.

6283

Jan. 6, 1910.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen :

Please note that we sent you a statement showing the amount due the Company for the steamer Russia. Of course the Company will understand that they are to be reimbursed by Secretary Peters for the difference between \$22.00 and \$30.00 to Rotterdam and \$29.00 and \$37.00 to Libau, which makes \$8.00 per ticket for each steerage passenger carried. Kindly communicate with him.

6284

Yours very truly,

Copy to Copenhagen.

6285

Petitioner's Exhibit 510.

6286

Jan. 31, 1910.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen :

6287

Mr. Philip Heineken, a director of the North German Lloyd S. S. Co. was here. In a conversation with our different steamship friends and the Committee, we understand, in reference to quoting a cheap rate when the N. W. T. has a cheap rate, it has been the opinion of some of the members of the committee that that has been a very expensive proposition to the Lines such as the North German Lloyd and Hamburg American Line, who naturally have to pay the largest part of the expense on account of the large interest in the Pool, and it has been proposed and suggested not to meet these rates, and the director, Mr. Heineken, will take this matter up, as we understand, with the other lines, when he returns to the other side. We are writing you this for your personal information so you are posted should this matter come up.

Yours very truly,

Copy to Copenhagen.

6288

Petitioner's Exhibit 511.

6289

Libau, 15/28, December, 1909.

C. R.

Messrs. A. E. Johnson & Co.,
New York.

Dear Sirs:

S/S Russia 9. Upon receipt of your telegram:
"Small committee desires Russia fighting steamer call
Rotterdam Benham Berg agree if you agree improved
steerage will go empty unless fighting steamer in which
case will most probably get about 150 to 200 tele-
graph in any case."

6290

We communicated with the coal suppliers at New-
castle, and succeeded in cancelling the quantity ordered
for this steamer.

Hereafter we wired you back:

"Russia we agree to your suggestion," and now
hope she will get a good number of passengers east-
bound.

We also understand we will get recompensation for
the Libau passengers, so as decided by the Conference
Lines, and we are now looking forward to your sail-
ing telegram.

Yours faithfully,

6291

THE RUSSIAN AMERICA LINE.

THE RUSSIAN EAST-ASIATIC STEAMSHIP CO., LTD.

Robert Christian.

6292

Petitioner's Exhibit 512.

THE WESTERN UNION TELEGRAPH
COMPANY.

Jan. 7, 1912.

ORIENT COPENHAGEN.

IMITATE PEELTURF BIRMA OR ESTONIA
BAJULANTIS FOR GREEK LINE UGNITORE
SAME GALMGATEN MEDITERRANEAN CON-
FERENCE TALACORY IKOSIUM SELL CHYN-
CHE BERG.

6293

JOHNSON

INQUIRY HAS BEEN MADE WHAT IS THE
PRICE OF BIRMA OR ESTONIA WE BELIEVE
IT IS FOR GREEK LINE. THE UNDERSTAND-
ING IS SAME IS GOING IN MEDITERRANEAN
CONFERENCE. ADVISE BY TELEGRAPH IF
YOU ARE INCLINED TO SELL. WE HAVE
CONSULTED WITH CAPTAIN BERG.

6294

Petitioner's Exhibit 513.

6295

Feb. 11, 1910.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen:

We beg to acknowledge receipt of your cable in which you stated to instruct the Captain to proceed to Leeds, in reply to our cable in which we asked you for instruction, if the steamer should proceed via Rotterdam or direct to Libau in case we only have 50 passengers for Rotterdam.

The outward business is very poor, as you will see from the pink sheets we are sending you, with the exception of the fighting steamers of the cheap rates, and certainly, all the agents knowing that there will be a fighting steamer against the North West Transport Co. always keep the passengers for these steamers. We had about 50 Rotterdam passengers for the Lithuania and have transferred them to other lines. 6296

We beg to enclose you herewith a clipping from which you will see that the North German Lloyd will start from March 10th, a direct service from Bremen to Philadelphia, and go from Philadelphia to Baltimore on the voyage from this side. This certainly will effect the outward business from the state of Pennsylvania and vicinity. 6297

Yours very truly,

Copy to Copenhagen.

6298

Petitioner's Exhibit 514.

Jan. 13, 1910.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen:

We beg to confirm our cable of today in which we informed you that the steamer Estonia will sail from this Port Tuesday, the 18th inst. For your information, the Small Committee has selected the Estonia as a Fighting Steamer, as the Rate of \$22.00 to Rotterdam and \$29.00 to Libau.

6299

Yours very truly,

Copy to Copenhagen.

6300

Petitioner's Exhibit 515.

6301

Jan. 21, 1910.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen:

The S. S. Lapland is to sail tomorrow at the rate of \$22.00 to Antwerp, and \$6.00 and \$7.00 from Antwerp to Russian points by rail, makes the rate to Libau about \$29.00. The rate on the Birma being \$38.00, and the steamer going direct to Libau, where at this time of the year there is no direct business to Russia of any kind, naturally there will be no passengers to speak of on the Birma.

6302

For your information, there were three steamers used as fighting steamers against the Uranium, which was to sail yesterday as they have postponed their sailing three times; once the Hamburg American Line, then the Estonia, and tomorrow the Lapland.

These oppositions of rates of course knock out the outward business, as passengers are being so well posted that they seem to try to find out when the next North West Transport steamer sails, and they feel to know now that there will be a cheap rate placed against them and they wait until the last few days before buying a ticket in order to get the cheaper rate. Somehow or other, it demoralizes the business for all lines.

6303

Yours very truly,

Copy to Copenhagen.

6304

Petitioner's Exhibit 518.

THE WESTERN UNION TELEGRAPH
COMPANY.

Nov. 9.

TO—Rusamerika
Libau.

Talacory pecudifer Estonia fighting steamer cama-
tiate scaptios 400 Rotterdam passengers or sdogasti
direct Libau as Haferzina Rotterdam freight.

6305

6306

Petitioner's Exhibit 517.

6307

Jan. 7, 1910.

Messrs. The East Asiatic S. S. Co.,
Copenhagen, Denmark.

Gentlemen :

A ship broker by the name of Streeter called us up on the telephone and inquired of us whether the steamer Birma or Estonia could be bought and at what figure. We immediately inquired and ascertained through discussion that the ship broker, Mr. Streeter, was representing a Fredrick Allesi of Genoa. Being at this particular time the Greek Line is about to enter the Pool in some way or other, we ascertained through other sources that it is possible that the Greek Line might be in the market to purchase a steamer. We thereupon, after consulting with Captain Berg, decided to send you the following cable:

"Imitate Poolturf Birma or Estonia Bajulantis for Greek Line Ugnitors same Galmgaten Mediterranean Conference Talacory Ikosium Sell Chynche Berg," which means:

Inquiry has been made what is the price of Birma or Estonia. We believe it is for the Greek Line. The understanding is same is going in Mediterranean Conference. Advise by telegraph if you are inclined to sell. We have consulted with Captain Berg.

We are awaiting your cable answer as we are not aware that the Company at present is willing to sell any of the steamers. As soon as we receive your cable we will then submit it to the broker and await further developments.

Yours very truly,

6310

Petitioner's Exhibit 518.

Jan. 21, 1910

Messrs. The East Asiatic S. S. Co.,
Copenhagen, Denmark.

Gentlemen:

Your favors of the 8th and 10th instant, in answer to our telegrams, in reference to the broker who was negotiating with us in reference to the sale of either the Birma or Estonia, to hand.

6311

In your letter of the 10th you state that you do not understand our cable, "Broker is trying to back out cannot make a firm offer," as, when no firm offer has been made it would not be necessary to back out. To this we must answer that the broker, whose reputation we found out was not of the best, but we stated to him that we do not think our Company would take less than \$400,000.00 for the steamer Birma. This did not phase the broker and he insisted and was even willing to pay for the cable, to find out whether these steamers could be bought and at what price.

6312

After making inquiry we ascertained that the Greek Line was about to enter the Mediterranean Conference and as the broker stated to us his principal was Fredrick Allesi of Genoa, we put both things together and thought possibly there might be something to it, and when we cabled you we mentioned the Greek Line in order to place the Company in possession of the information so that they could communicate with someone or with the Pool people, if necessary to find out if they were in the market. We considered this of course our duty, when the broker was willing to pay all the cables and expenses, but after receiving the Company's cable and communicating with Mr. Streeter, that we are ready to talk business with him, he made us an offer of \$80,000.00 for the Birma only. This was ridiculous on the face, and therefore we cabled to you, "Broker is trying to back out cannot make a firm offer" for that was enough for us to know that there was nothing in the whole transaction.

Yours very truly,

Petitioner's Exhibit 519.

6313

Copenhagen, 8th Jan., 1910.

Libau-New York Trade.

J/S

Private and Confidential.

Messrs. A. E. Johnson & Co.,
New York.

Dear Sirs:

We are in receipt of your telegram as follows:

"Inquiry has been made what are the present prices of 'Birma' or 'Estonia' we believe for Greek Line the understanding is that same going in Mediterranean conference advise by telegraph if you are inclined to sell we have consulted with the Captain Berg."

6314

to which we replied:

"Birma Estonia are not for sale actually but if you can make firm offer £50,000 £40,000 respective we might give consideration,"

and you will understand that the steamers are really not for sale, but in case you could come forward with a firm offer of £50,000 for the "Birma" or £40,000 for the "Estonia," it is possible that our friends, Messrs. The Russian East Asiatic S. S. Co., Ltd., might be willing to dispose of the steamers.

6315

We are, dear sirs:

Yours faithfully,
AKTIESELSKABET,
DET OSTASISTISKE KOMPAGNI,
PP M. Goshier.

6316

Petitioner's Exhibit 520.THE WESTERN UNION TELEGRAPH
COMPANY.

Nov. 22.

To Rusamerika
Libau.Payuelas Lituania Whips fighting steamer talacory
achlysie.**Petitioner's Exhibit 521.**

6317

Libau, 4/17th, June 09.

A. J. Max.

Messrs. A. E. Johnson & Co.,
New York.

Dear Sirs:

We duly received your today's telegram reading
"Despatch as soon as possible 2000 Roubles 200
Roubles.Michail Radzis Korschi Ujezdtreki Wilnagub."
in reply to which we regret we had to wire you:

"Kerschi not to be found"—

6318

We note from "Joint Proceeding No. 11 of the
Conference" that it has been decided to divide the com-
mission on Southern Pacific Railfare as follows:

2 1/2% to the Steamship Company

2 1/2% to the General passenger agent

5% to booking agents

wherefore we shall thank you in future to credit us
with the 2 1/2%.

Yours faithfully,

THE RUSSIAN AMERICA LINE,

THE RUSSIAN EAST-ASIATIC STEAMSHIP Co., LTD.

Robert Christian.

Petitioner's Exhibit 522.

6319

Libau, 1/14 June 1909.

R. C.

Messrs. A. E. Johnson & Co.,
New York.

Dear Sirs:

Mr. Peters at Jena informs us that the question of prepaid cancellation fee has been referred to the New York Conference for settlement.

Our opinion is, that 10% ought to be charged on every cancelled ticket irrespective of the reason why the passenger did not come forward, and we should 6320
thank you to take up this standpoint.

Please inform us of the result.

Yours faithfully,

THE RUSSIAN AMERICA LINE,
THE RUSSIAN EAST-ASIATIC STEAMSHIP CO., LTD.
F. Schestakorsky.

Ink notation, Mr. Sanford how about this, MS.

Pencil notation, Mr. Straus, See Docket, Serial No.

12.

No. 188 and A. A. C. Grill Minor No. 36 of June

21, L. S. R.

6321

6324

Petitioner's Exhibit 523.

Libau, 20/2 September, 1909.

R. C.

Messrs. A. E. Johnson & Co.,
New York.

Dear Sirs:

Cabin Passengers. As you will be aware our arrangement with the Atlantic Conference does only concern steerage passengers, and consequently it is of importance to us to obtain as many cabin passengers as ever possible.

6323 According to our arrangement with the other lines we are bound to have a difference of not less than \$10 between improved steerage and 2nd cabin, and we wired you today in order to facilitate your endeavors:

"Reduce 1st cabin \$55—Rotterdam, \$65—Libau 2nd cabin \$45—\$50—eastbound, westbound. Endeavor fill Russia's cabins. Telegraph confirmation."

after which considerable reduction we trust you will see your way to fill all the cabins of the "Russia," in spite of the rather short time which is left you.

6322 We contemplate evtl. to make our improved steerage a 2nd class B on the "Estonia" and "Lituania" and use the 1st class on "Russia" and "Birma" for 2nd class passengers, but to this scheme we shall revert later on.

Yours faithfully,

THE RUSSIAN AMERICA LINE,

THE RUSSIAN EAST-ASIATIC STEAMSHIP CO., LTD.

Sep. 13, 1909.

Paul & Mr. Straus.

Petitioner's Exhibit 524.

6325

Oct. 29, 1909.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen:

We beg to acknowledge receipt of the Company's two cables reading:

"Russia Chofreire advisable decideros"

"Russia rareness oblongo achispado ful compensa-
tion bailoteo orienting oriolanas."

On receipt of the latter cable we communicated at once with the secretary of the Conference, but he informed us that the "Russia" cannot be taken as a fighting steamer because he has received the notice from Secretary Peters that our Company has withdrawn from by-law #22, and in order to arrange that our S. S. "Russia" can be selected as a fighting steamer, we have telegraphed you as follows:

6326

"Secretary imprimaba Peters acianto again bylaw 22 otherwise our steamers whipsters selected fighting abundamos."

We hope you will not fail to communicate at once with Secretary Peters, in order that our steamers, in this particular case the "Russia," can be selected as fighting steamers, on the compensation basis of \$30.00 and \$37.00 respectively.

6327

Yours very truly,

Copy to Copenhagen.

6328

Petitioner's Exhibit 525.

Nov. 19, 1909.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen :

We respectfully call the Company's attention to the difference between our second class rate from Libau compared with the rates of the other lines from Rotterdam to New York, or from Antwerp to New York, via the Holland American Line or the Red Star Line.

6329

The prepaid rate of the Holland American Line and the Red Star Line, steerage, for Russians, \$40.50 exclusive of head tax, and their second class rate from Antwerp and Rotterdam being \$50.00 is based on the steerage rate of \$38.50 from both Antwerp and Rotterdam, on all classes excepting Russians, for which they charge \$2.00 more, as the Company understands that all lines make extraordinary efforts for second class passengers, by charging \$10.00 more than the steerage rate, and then do not charge the head tax.

Our second cabin B rate from Libau being \$62.00 is evidently based on the \$48.00 steerage rate to New York, plus the \$4.00 head tax, which equals \$52.00. Then the Company adds the \$10.00 which is the difference between second class and steerage making the second cabin B \$62.00.

6330

We think, if the Company agrees with us, that \$58.00 would be sufficient, and also, we would then possibly be able to get second cabin B business, which does not count in the pool. This would put us in the position to sell those tickets instead of giving us a prohibitive rate of \$62.00, and naturally we will not be able to sell any second cabin B tickets from Libau to New York at this rate, and as we have a right, as we understand it, to charge \$10.00 above the rate exclusive of head tax, we would exercise our right and privilege by making the rate \$58.00 and we respectfully call your attention to this while our steerage rate is so high compared with other lines.

Yours very truly,

Copy to Copenhagen.

Petitioner's Exhibit 526.

6331

Libau, 10/23, November, 1909.

7 C. R.

Messrs. A. E. Johnson & Co.,
New York.

Dear Sirs:

S/S LITUANIA. In reply to your cable of today
 "It is possible Lithuania will be fighting steamer ad-
 "vise by telegraph if you agree" we telegraphed you:
 "Lithuania we will agree,"
 which we herewith beg to confirm.

Yours faithfully,

6332

THE RUSSIAN AMERICA LINE,
 THE RUSSIAN EAST-ASIATIC STEAMSHIP CO., LTD.

(Signature undecipherable.)

Paul Dec. 6-1909.

Petitioner's Exhibit 527.

Libau, 20/3, December, 1909.

7 C. R.

Messrs. A. E. Johnson & Co.,
New York.

6333

Dear Sirs:

Your favor of the 19th ult. came duly to hand, and
 we note your remarks about the high prepaid rates, but
 must maintain same in order to bring our excess for
 westbound passengers down.

Yours faithfully,

THE RUSSIAN AMERICA LINE,
 THE RUSSIAN EAST-ASIATIC STEAMSHIP CO., LTD.

Signature undecipherable.

6334

Petitioner's Exhibit 528.

Libau, 23/5 February, 1909.

R. C.

Messrs. A. E. Johnson & Co.,
New York.

Dear Sirs:

Will you be so kind to apply to the Conference Secretary on your side and secure us a copy of "The joint proceedings of the American Atlantic Conference" from January, 1907, and also to send us a copy immediately upon issue in the future, thereby obliging

6335

Yours faithfully,

THE RUSSIAN AMERICA LINE.

RUSSIAN EAST-ASIATIC STEAMSHIP CO., LTD.

(Signature undecipherable.)

Pencil notation

Commenced June, 1908.

L. Sanford, Esq. Kindly comply with our company's request Ms.

Mr. Straus—Herewith AAC Minutes of meetings #1 to 6 inclusive and also #8.

This series commenced June 25, 1908, not in 1907—No. 7 not issued yet.

6336

We will place your name on our list for 2 copies of all these minutes issued in future—O. E. Morse 2/20/09.

Petitioner's Exhibit 529.

6337

Libau, 27/10, May, 1908.

R. C.

7.

Messrs. A. E. Johnson & Co.,

New York.

Dear Sirs:

Maintenance of Conference. We are in receipt of your favor of the 27th ult. with enclosure, contents of which noted with interest, and after having perused same we may say that we would find it unreasonable if we had to pay more than the Scandinavian America Line, for the motivation for their contribution of \$200 a year, that "activity of Conference in respect to Scandinavian passenger business is moderate" does to a still higher extent apply to the Russian passenger business. As for the Italian Lines we do not know in what degree they occupy the Conference, but it is no doubt more than we.

6338

We would therefore ask you to induce the Conference to reconsider the matter and failing acceptance of \$200 try with 250 or 300. Should the Conference after all keep up their standpoint, we must leave it to you to judge whether the membership is worth \$400 a year to us and act accordingly.

Please inform us of the result.

6339

Yours faithfully,

THE RUSSIAN AMERICA LINE.

RUSSIAN EAST-ASIATIC STEAMSHIP Co., LTD.

Pencil notation.

Refer to Mr. Straus.

May 22, 1909.

(Signature undecipherable.)

6340

Petitioner's Exhibit 530.

Libau, 29/12, May, 1909.
R. C.

7.

Messrs. A. E. Johnson & Co.,
New York.

Dear Sirs:

A. A. C. Joint Proceedings No. 13. We are obliged for your favor of the 20th ult. with enclosures, and shall abstain from availing ourselves of the Southern Pacific's orders.

6341

From the proceedings we understand that it has been resolved to extend the railway commission of 10% to all territory of U. S. A. and Canada, and should thank you to let us know when this regulation will come into force.

We have previously asked you to furnish us with a copy of the joint proceedings as they appear, and hereby beg to repeat this request.

Wireless. Has it become law in U. S. A. that all passenger steamers must be fitted with wireless and if so when does it come into force?

Yours faithfully,

THE RUSSIAN AMERICA LINE.

6342

RUSSIAN EAST-ASIATIC STEAMSHIP CO., LTD.

Pencil notation.

Paul Mr. Straus.

May 24, 1909.

(Signature undecipherable.)

Petitioner's Exhibit 531.

6343

Libau, 2/15, May, 1909.

Messrs. A. E. Johnson & Co.,
New York.

Dear Sirs:

Your favour of the 1st inst. concerning improved
steerage rate to hand and contents of same noted.

In this connection we beg to confirm our todays
telegram:

"Reduce eastbound steerage \$3," which we sent be-
cause we have a big shortage for eastbound passengers.

Yours faithfully,

6344

THE RUSSIAN AMERICA LINE.

THE RUSSIAN EAST-ASIATIC STEAMSHIP CO., LTD.

(Signature undecipherable.)

P. S. We beg to acknowledge receipt of your to-
days' telegram:

"14th of May, 220 prepaids" for which accept our
thanks.

F. SCH.

R.

6345

6346

Petitioner's Exhibit 532.

May 13th, 1909.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen :

6347

The Raglan Castle sailed yesterday with 3 cabin and 127 steerage passengers. The rate for the Raglan Castle has been \$26.00 \$5.00 cheaper than our rate to Rotterdam and the Committee which was appointed did not feel like meeting the rate, as they did not think they could carry very much. Our line naturally suffered, as we should have carried those 127 steerage passengers which the Raglan Castle carried, but our rate was as stated above \$5.00 higher, and the committee did not think it necessary to meet the rate. We therefore only carried 66 steerage passengers and 19 cabin.

Besides the rate, the agents' commission was \$3.00 and \$4.00 per head but the committee is watching the Northwest Transport Line and it has been agreed among them all that it would be a short life with them.

6348

Also, the Bluecher, which sailed yesterday morning, left with 125 steerage passengers which steamer is a fine and elegant boat. They felt the competition but they did not mind it.

Yours very truly,

Copy to Copenhagen.

Petitioner's Exhibit 533.

6349

May 14, 1909.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen:

For your information the steamer "Raglan Castle," of the N. W. Transport Line, which sailed against us on the 11th inst., their rate was \$26.00 against our rate of \$31.00 but on the next steamer, as per our letter to you of today, the Small Committee has decided to meet the tactics of the Northwest Transport Line.

We below give you a copy of the letter which has been promulgated by the Small Committee as follows:

6350

"Small Committee have decided to establish 'Estonia' Eastbound May 22nd, at \$26.00 rate gross subject to further change in rate or change in sailing date if found desirable. 'Voluturno' is scheduled to sail Eastbound May 22nd. Advertised rate \$30.00 less commission \$3.00. Parties of ten or more, \$26.00.

Signed by the Small Committee.

N. Winter, North German Lloyd.

L. H. Farley, Red Star.

Nyland, Holland American.

Max Straus, Russian American."

6351

Yours very truly,

Copy to Copenhagen.

6352

Petitioner's Exhibit 534.

May 14th, 1909.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen:

6353

As the Northwest Transport Line have a steamer on the 22nd inst., the small committee appointed to watch their interests, have decided to use the "Estonia" in fighting the reduced rates of the Northwest Transport Line, and instructed us to make the rate on this steamer to Rotterdam \$26.00 and therefore the Libau rate will be \$33.00 and under the old rules which have not been changed by Mr. Peters the Secretary the line thus used for fighting purposes is compensated at the rate of \$30.00 per head to Rotterdam therefore the Pool Lines will have to pay the company \$4.00 for each passenger carried.

Kindly write Mr. Peters a line, as the committee claimed it has not been changed from last year.

Yours very truly,

Copy to Copenhagen.

6354

Petitioner's Exhibit 535.

6355

May 20th, 1909.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen:

The Small Committee appointed to fight the rates of the North West Transport Line have decided that we should also fight on June 5th with the steamer "Russia," and instead of making our rates \$28.00 to Rotterdam, we should reduce our rates to \$26.00 to Rotterdam the company being compensated by the Pool Lines, the same as last year.

6356

We shall comply with their request which means that we should not send out our circulars from here until Saturday morning the 29th inst.

On this steamer we shall charge \$4.00 more for improved steerage instead of \$2.00 more, as the steamer of the North West Transport Line leaving June 5th has no improved steerage, and we trust we will receive good support and show good results.

Yours very truly,

Copy to Copenhagen.

6357

6358

Petitioner's Exhibit 536.

May 21st, 1909.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen:

As the steamer "Estonia" has been designated as the fighting ship against the "Volturno," the committee called upon us today and requested us to hold the steamer until Monday on account of the "Volturno" being postponed till Tuesday and to procure whatever other business we can get.

6359

They are also writing to Mr. Peters, to arrange to compensate the company for the cost of the same, which we estimated would be about \$500.00 per day.

Besides this you understand for this steamer the company is only getting \$26.00 to Rotterdam. You will also bill in to the Pool Lines for the difference between \$26.00 and \$30.00 which is the amount the lines compensated other lines last year when they competed against outside lines, and as our rate was only changed to \$28.00 for the S. S. "Russia," we therefore are entitled to the difference in rate between \$26.00 and \$30.00 for the S. S. "Estonia."

6360

The members of the Small Committee are to send us a copy of the letters they are to send recommending paying us whatever expenses we have incurred in holding the steamer over.

Yours very truly,
Copy to Copenhagen.

Petitioner's Exhibit 537.

6361

May 21st, 1909.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen :

As you will note, we claimed our rate to have been \$31.00 for the "Estonia" and not \$28.00. When we received notice from you to reduce the rate of \$28.00 we sent this notice out only for the "Russia" as the "Estonia" was already designated as the fighting ship against the "Vulturo," therefore we claimed that the company is entitled to the difference of \$4.00 per head carried, which is the rate as stated in our other letter of today, that the Pool Lines paid last year for the fighting steamers.

6362

The company will understand that our reduction of \$28.00 was only made for the S. S. "Russia" and not on the "Estonia" as we did not care to make our rates \$28.00 on the "Estonia" as the company would therefore only be compensated at the rate of \$2.00 per head.

Since the "Russia" has also now been designated by the Small Committee to fight the next steamer on June 5th, the company will of course receive only the difference of \$2.00 per head, as the rate on this steamer officially is only \$28.00. This is our understanding in the matter, and hope the company will approve of the action taken by us under the circumstances, we benefiting the \$30.00 rate on the "Estonia" instead of \$28.00 any way, and also for whatever expense the company is placed to by holding the steamer in New York from Saturday to Monday. This of course includes dock expenses and the feeding of the passengers two days more, and you would understand what other expenses to put in better than we.

6363

Yours very truly,

Copy to Copenhagen.

6364

Petitioner's Exhibit 538.

May 21st, 1909.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen :

We below give you a copy of the Small Committee's report issued today.

"Steamer 'Uranium' scheduled Eastbound from New York June 5th, advertised rate \$26.00 commission \$3.00 but allowing \$4.00 and even \$5.00 on parties of 10.

6365

Small committee selected S. S. 'Russia' Eastbound June 5th from New York to have authorized tariff of \$28.00 commission \$2.00 to be reduced to \$26.00 commission \$2.00 the basis however, not to be published or used prior to May 29th."

This is for your information.

Yours very truly,

Copy to Copenhagen.

6366

Petitioner's Exhibit 539.

6367

May 21st, 1909.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen :

As you will note, we claimed our rate to have been \$31.00 for the "Estonia" and not \$28.00. When we received notice from you to reduce the rate to \$28.00 we sent this notice out only for the "Russia" as the "Estonia" was already designated as the fighting ship against the "Vultorno," therefore we claimed that the company is entitled to the difference of \$4.00 per head carried, which is the rate, as stated in our other letter of today, that the Pool Lines paid last year for the fighting steamers

6368

The company will understand that our reduction of \$28.00 was only made for the S. S. "Russia" and not on the "Estonia," as we did not care to make our rates \$28.00 on the "Estonia," as the company would therefore only be compensated at the rate of \$2.00 per head.

Since the "Russia" has also now been designated by the Small Committee to fight the next steamer on June 8th, the company will of course receive only the difference of \$2.00 per head, as the rate on this steamer officially is only \$28.00. This is our understanding in the matter and hope the company will approve of the action taken by us under the circumstances, we benefiting the \$30.00 rate on the "Estonia" instead of \$28.00 any way, and also for whatever expense the company is placed to by holding the steamer in New York from Saturday to Monday. This of course includes dock expenses and the feeding of the passengers two days more, and you would understand what other expenses to put in better than we.

6369

6370

Petitioner's Exhibit 539

We however agreed to the Small Committee in holding the steamer over until Monday in order to meet the tactics of the North West Transport Co. They postponed their steamer not on account of any particular tactics, but on account of damage done. We asked the Small Committee to relieve us of this, and to recommend to the Secretary Peters to compensate the company for same.

Yours very truly,

Copy to Copenhagen.

6371

6372

Petitioner's Exhibit 540.

6373

May 21st, 1909.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen:

Enclosed please find a copy of a letter sent to the Secretary Peters, which explains the situation. Under the circumstances, the company will understand that we desire to be released of the situation of holding the steamer over till Monday on account of the company cabling about the boilers, and the committee recommended to Mr. Peters to compensate us for whatever expense we may have.

6374

For the company's information, our rate for the "Estonia" was \$31.00. When we received the company's cable to reduce our rates to \$28.00, we put the reduction in for the "Russia" as the "Estonia" had been designated by the Small Committee to meet the rate of the "Vultorno."

The company will therefore make a claim for each \$26.00 passenger \$4.00 the same as was paid by the Pool Lines last year which is our understanding.

The "Russia" has now been designated to meet the next steamer of the North West Transport Co., but we have already reduced our rates for the "Russia," to \$28 as per the company's cable therefore the company will be entitled to the difference between \$26.00 and \$28.00 to Rotterdam, etc.

6375

Yours very truly,

Copy to Copenhagen.

6376

Petitioner's Exhibit 541.

May 26th, 1909.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen:

Enclosed please find statement of extra commission of \$2.00 allowed to the non-conference agents to take away the business that they have booked for the "Volturno" amounting to \$104.00. This amount we have charged to the company's account, which you will receive back from the Pool, after making your claim.

6377 We also show you in this statement rail fares from Rotterdam amounting to \$21.90, which is the difference between the rail fare from Hamburg and destination and Rotterdam to destination, as the North West Transport Co., used the Hamburg rail fares instead of the inland rail fare from Rotterdam. As per our arrangement with the Small Committee the company will also receive this from the Pool. Kindly put in your claim for same.

6378 Also please note the difference between the rate of \$26.00 and \$30.00 and the same also applies to Libau, as per letter written to you on the 21st inst. You are to charge the Pool Lines this \$4.00 on each passenger carried, the same as the Pool Lines arranged with the other lines when they were in competition with outside lines.

As we were to receive for this steamer \$31.00 instead of \$26.00 to Rotterdam, as explained to you in our letter of the 21st, we only put the \$28.00 rate in effect for the "Russia" and not for the "Estonia" in order to have the company receive the benefit.

Yours very truly,

Copy to Copenhagen.

Petitioner's Exhibit 542.

6379

May 26th, 1909

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen :

Referring to your letter of the 29/12th May, in reference to A. A. C. Joint Proceedings #13 we noted that you shall abstain from availing yourselves of the Southern Pacific's orders which information we have conveyed to the secretary.

Your understanding of the proceedings that 10% commission will be allowed in all territory in the United States; this is not yet in effect, as the committee is working on this for this some time and there is no special headway at present. As soon as such would take place however, the company will be informed at once.

6380

We have again asked the secretary of the Conference to give us a list of all Joint Proceedings to send to our company, and the secretary promised to make a list up for us to forward to you.

Regarding wireless, beg to inform you that now law of this kind has been passed, therefore it is not compulsory.

Yours very truly,

Copy to Copenhagen.

6381

Petitioner's Exhibit 543.

6382

May 26th, 1909.

Libau, Russia.

Messrs. The Russian American Line,

Gentlemen:

6383

Maintenance of Conference: We are in receipt of the company's favor of the 27/10th inst., and beg to inform you that after consulting with the secretary of Conference it was impossible to have the amount reduced from \$400.00 as the Managing Committee has decided upon this amount but this is the maximum amount, and there was no use for us to dilly dally any longer, so we accepted the proposition without any protest, we the understanding that the subscription covers freight participations as well as passenger and general subjects.

We therefore paid the Conference since September, \$133.00 which will be charged to the company's account in our next financial statement. Enclosed we also hand you a copy of Mr. Sandford's letter.

Yours very truly,

Copy to Copenhagen.

6384

Petitioner's Exhibit 544.

6385

May 27th, 1909.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen :

Please note that the S. S. "Volturno" left yesterday at 4 P. M. They detained the steamer till 4 o'clock with the object of getting more passengers. This steamer carried 77 steerage against our 344 passengers.

Besides this, we have taken away from their agents 60 souls by paying an extra commission and meeting their Hamburg rail fares as per our statement send to you today. 6386

Yours very truly.

Copy to Copenhagen.

6387

6388

Petitioner's Exhibit 545.

June 2nd, 1909.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen:

We beg to acknowledge the company's letter of the 9/22nd May regarding the Eastbound rate, in which you inform us that through the Hamburg-American Line the Secretary of the Atlantic Conference was informed that we charged only \$26.00 eastbound to Rotterdam, you having instructed us to reduce only to \$28.00.

6389

In the meantime you have already received our letters in which we informed you that the Small Committee, which is appointed through Secretary Peters, has power to instruct us to reduce our rates and they instructed us to reduce our rate to \$26.00 to Rotterdam, and the company will receive the difference between \$26.00 and \$30.00 for the S. S. "Lituania," the same as was paid to the fighting steamers last year.

As already informed you, the Small Committee instructed us to reduce our rate for the "Estonia" to \$26.00 in order to fight the "Volturno" of the North West Transport Co.

Yours very truly,

6390

Copy to Copenhagen.

Petitioner's Exhibit 548.

6391

June 4th, 1909.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen:

For the S. S. "Russia" you will notice that the Small Committee has reduced our rate from \$26.00 to \$25.00. This reduction was made on Wednesday, the 2nd inst., too late of course to reach the Chicago and Western agents, therefore, a number of tickets will be sold at the \$26.00 rate, as we do not refund the difference to the passengers.

6392

The company however, if it sees fit, can claim \$3.00 from the Pool instead of \$2.00 on these passengers, as the official rate for this steamer was made \$25.00 by the Small Committee, whereas our regular rate should have been \$28.00. This is for your confidential information.

Yours very truly,
Copy to Copenhagen. Confidential.

6393

6394

Petitioner's Exhibit 547.

June 4th, 1909.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen :

We beg to inform the company that the North West Transport Co., finding that they have no passenger for their steamer tomorrow on account of the competition with the S. S. "Russia" decided to day to postpone their steamer till Tuesday. The Small Committee therefore decided to put the White Star Line steamer "Oceanic" sailing Wednesday against them with a \$25.00 rate.

This is for your information.

Yours very truly,

A. E. JOHNSON & CO.,

M. S.

Copy to Copenhagen.

6396

Petitioner's Exhibit 548.

6397

June 8th, 1909.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen:

Please note that the "Raglin Castle's" date has now been postponed from June 18th to June 23rd, which is the sailing date of the S. S. "Lituania," as per your sailing list. The Small Committee has decided to place the "Lituania" against the "Raglin Castle," whose rate is \$25.00 officially, with \$3.00, \$4.00 and \$6.00 commission. The Small Committee claims that we will be compensated the difference between the \$24.00 rate and \$28.00, to Rotterdam, and as the Pool Lines under no circumstances pay higher than \$30.00 compensation to any line used for fighting purposes, we therefore are only compensated at the rate of \$4.00. We therefore made our Libau rate \$33.00 instead of \$35.00, as the "Raglin Castle's" rate to Libau is \$31.45, not desiring to have too much of a difference on Libau, so the Company will not lose any Libau business.

6398

Besides this, as the Company knows, the North West Transport Co. is using the Hamburg rate instead of the Rotterdam rate, which we have explained before in our previous letter, which are from \$1.00 to \$1.50 cheaper.

6399

The Small Committee also desires us to use the tactics as far as commissions are to be paid that when we find it necessary, to pay \$2.00 or more commission, or whatever the amount should be, in order to take away the business from their agents, as we have done before on the "Estonia" and "Russia;" that we should pay this extra commission and charge it up to the Pool Lines, and the Company will be compensated by the Pool Lines accordingly. Therefore we cabled you today, as per your letter of the 15/28th ult. asking for your approval.

Yours very truly,

Copy to Copenhagen.

6400

Petitioner's Exhibit 549.

June 8th, 1909.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen :

For your information, the "Uranium" left today with 147 steerage and two cabin passengers. The "Oceanic" which is scheduled against this steamer tomorrow at a \$25.00 rate expects about 600 to 700. The Holland American Line steamer "Nieuw Amsterdam" which sailed today, has 195 steerage passengers. The North German Lloyd steamer, "Kronp. Wilhelm" had 233 steerage passengers.

This is for your information.

Yours very truly,

Copy to Copenhagen.

6402

Petitioner's Exhibit 550.

6403

June 8th, 1909.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen:

Referring to the weekly statements on eastbound business, \$19, that we are short 1279 Eastbound passengers, and on Westbound we are short 95 passengers, we evidently will make up our shortage in the eastbound with the next steamer, the "Lituania," as in the statement issued the 23rd of May, we note that neither the "Estonia's" 344 passengers or the "Russia's" 607 passengers are included. Since then of course the lines have had quite some outward business from here, for instance, the Cunard Line had over a thousand steerage passengers. The Scandinavian American Line, who we understand are now in the Pool will have over 1200 passengers tomorrow and as soon as the statistics are figured up, we suppose the Pool Lines will raise our rates from here. We understand that the White Star Line, Southampton Service is about 3000 passengers short Eastbound, being that they have also been placed in the fighting position against the North West Transport Co., this Line will reduce their shortage considerably.

6404

6405

Yours very truly,

Copy to Copenhagen.

Petitioner's Exhibit 551.

6406

June 8th, 1909.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen:

Enclosed please find a copy of notice from the Secretary's office of appointing the Small Committee for the months of June, July and August. This is for your information.

Yours very truly,

6407 Copy to Copenhagen.

6408

Petitioner's Exhibit 552.

6409

June 11th, 1909.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen:

Small Committee advise: S. S. "Raglan Castle" advertised to sail Eastbound from New York June 23rd.

S. S. "Lituania" also scheduled Eastbound June 23rd.

Two circulars of the North West Transport Co. have been seen—one quoting rate to Rotterdam \$27 less \$3. The other with rate of \$25 less \$3. Apparently they have not issued circulars in New York City and vicinity and if the \$27 less \$3 rate is met in the country they will immediately send out the \$25 less \$3 circular. 6410

S. S. "Lituania" selected—Circulars with rate of \$24 less \$2 will be issued in the West on Tuesday, June 15. This rate and commission will be passed verbally to New York City agents on Wednesday, June 16th.

This is for your information.

Yours very truly,

Copy to Copenhagen.

6411

6412

Petitioner's Exhibit 553.

June 12th, 1909.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen :

Enclosed please find statement of extra commissions paid on the S. S. "Russia" to different non-Conference agents, amounting to \$62.00, which we have charged to the Company's account. This money you will collect from the Pool, which has been authorized by the Small Committee.

6413 In other words, instead of paying these agents \$2.00 commission, we paid them \$4.00.

Yours very truly,

Copy to Copenhagen.

6414

Petitioner's Exhibit 554.

6415

June 16th, 1909.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen:

Mr. Lawson Sanford, the Secretary of the Conference, intends within the next two weeks to take a trip on the Grand Trunk Pacific Ry. to look over the land situation of the G. T. P. We are sending you by the next steamer some large maps of the Grand Trunk Pacific Ry., which will give you an idea of the vast amount of land which will be opened for settlement when the Line is finished. From a conversation with our Mr. Straus and Mr. Sanford it developed that Mr. Sanford and Mr. Bell the General agent of the Grand Trunk Ry. are discussing about starting a large land colony on the G. T. P. Ry., which possibly will range from 250,000 to 1,000,000 acres of land, and as the soil on this new land is supposed to be of the finest, some of the steamship companies, in fact most of them, including the heads of departments, have made requests on Mr. Sanford for participation in this vast undertaking. Of course it would take years before the G. T. P. Ry. will be properly settled with farmers.

6416

We stated to Mr. Sanford that our Libau people would be very much interested, particularly in furnishing immigrants, the same as other lines would be doing, but with the conditions of course that the heads of our departments, the Russian American Line, will be counted in on the ground floor. Our idea of ground floor is entirely different from Mr. Sanford's, and that is, we should at least get this land from the G. T. P. Ry. for nothing, as we would put the settlers on the land and the settlers naturally furnish freight through their crops, as the steamship companies could

6417

6418

Petitioner's Exhibit 554

do more in one year with their heads of departments than the G. T. P. Ry. could do in ten years.

Should the deal go through after Mr. Sanford returns, we shall be glad to send you the entire information so that you can participate in whatever profits there should be in this arrangement.

We simply send this letter to the Company as advance information, as we have no other information that we can give you until Mr. Sanford returns.

Yours very truly,

6419

Copy to Copenhagen.

6420

Petitioner's Exhibit 555.

6121

June 18th, 1909.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen:

The Small Committee has decided to meet the tactics of the North West Transport Co. whose rate is \$23.00 to Rotterdam, \$3.00 commission; \$4.00 and \$5.00 on the quiet; therefore our rate to Rotterdam will be \$22.00, but we did not disturb the Libau rate, as we understand we could not get from the Pool Lines higher than \$30.00 on Libau. The difference of \$2.00, which we have now reduced since the \$24.00 rate you will receive from the Pool Lines. Therefore, the Pool Lines will have to pay the company \$6.00 per head for each passenger carried to Rotterdam at the \$22.00 rate. 6422

The reason we did not cable you is because we had authority from you for the \$24.00 rate, and as the Pool Lines will pay the difference, it certainly will not make any difference now, as we did not change the Libau rate.

Yours very truly,

Copy to Copenhagen.

6423

6424

Petitioner's Exhibit 556.

THE WESTERN UNION TELEGRAPH
COMPANY.

Time filed
June 8

Rusamerika
Libau

Small committee selected Lithuania Rotterdam rate
Orgyia Libau origenes Cheopes by pool orbatores for
Rotterdam. Addicendo taligalee.

6425

Petitioner's Exhibit 557.

Copenhagen, 15th April, 1908.
Libau-New York Trade

Messrs. A. E. Johnson & Co.,
New York.

Gentlemen:

6426

We beg to acknowledge receipt of your favor of the
3rd inst., contents of which are noted with thanks,
and we regret to see that in fighting the non-Pool
Lines the Pool Lines dispatch boats on the same dates
as the lines outside the Conference and at lower rates.
From our letter of the 10th inst. you will have noted
what was the cause of our inquiry regarding your
prices to the Continent. As we have heard nothing
from you about an advance of rates for the next sail-
ing, we gather that no alteration has taken place as
yet.

We note that the Korea is timed to sail from New
York on a Saturday. Would it not be possible to
maintain Wednesday for the sailings from yours.

Yours faithfully,

AKTIESELSKABET
DET OSTASIATISKE KOMPAGNI,
(THE EAST-ASIATIC COMPANY, LTD.)
(Name undecipherable)

Petitioner's Exhibit 558.

6427

H.

Copenhagen, 22nd April, 1908.
Libau-New York Trade.

Messrs. A. E. Johnson & Co.,
New York.

Gentlemen :

Your favor of the 10th inst. together with some Travelling Agents reports is in our possession and as soon as we have done with the reports we shall return same.

We also received report No. 760 of the Transatlantic Conference and copy of your letter to the Scandinavian American Line as well as the named clippings for which we beg to thank you. 6428

Yours faithfully,

AKTIESELSKABET

p. p. DET OSTASIATISKE KOMPAGNI
(THE EAST-ASIATIC COMPANY, LTD.)
(name undecipherable)

6429

6430

Petitioner's Exhibit 559.

H.

Copenhagen, 18th April, 1908.
 Libau-New York Trade

Messrs. A. E. Johnson & Co.,
 New York.

Gentlemen:

We received your various favors of 4th, 6th & 7th inst. together with some travelling agent's reports which we shall return to you after having done with them.

6431

Your information regarding the S/S Petronia of the Hamburg-American Line we have read with great interest and kindly ask you to inform us if you should hear anything further.

Reports of the Transatlantic Passenger Conference.
 —We thank you for the numbers you have sent but would kindly ask you to send the reports from 1st of January to 24th January (No. 749) so that the numbers in our possession are completed for this year.

Yours faithfully,

AKTIESELSKABET

p. p. DET OSTASIATISKE KOMPAGNI
 (The EAST ASIATIC COMPANY LTD.)

(name undecipherable)

6432

Petitioner's Exhibit 560.

6433

H.

Copenhagen, 4th May, 1908.
Libau-New York Trade

Messrs. A. E. Johnson & Co.,
New York.

Gentlemen :

We are in receipt of your favours of 22nd ult. and note that s/s Statendam of the Holland-America Line left New York with 160 Steerage passengers for which information we beg to thank you.

Also we received your information that the Holland-America Line as well as the North German Lloyd steamers of the regular service will stop at Halifax on the way to New York in opposition to the New York & Continental Line.

6434

Yours faithfully,

AKTIESELSKABET

p. p. DET OSTASIATISKE KOMPAGNI
(THE EAST ASIATIC COMPANY LTD.)
(name undecipherable)

6435

6436

Petitioner's Exhibit 561.

May 30th, 1908.

Messrs. The East Asiatic S. S. Co.,
Copenhagen, Denmark.

Gentlemen :

6437

Please note that the Volunteer fleet has reduced their outward rate to \$23.00. We have not cabled you to this effect as yet. The object of the Volunteer reducing their rate to \$23.00 was on account of the Hamburg-America, sailing on the same day, making their rate \$24.00, same as the Volunteer. The question arises will the Hamburg-America reduce its rates still further to meet the Volunteer. We shall have the same object lesson before us when the S. S. "RUSSIA" is to sail. Would like to have instructions so that we can meet the Volunteer rates of \$23.00 if the Hamburg-America does not reduce its rates still further to meet the Volunteer. If the Hamburg-America should reduce its rate to \$23.00 then it would be important for us to have a dollar differential at least. Kindly cable your instructions.

Yours very truly,

6438

Petitioner's Exhibit 562.

6439

May 27th, 1908.

Messrs. The East Asiatic S. S. Co.,
Copenhagen, Denmark.

Gentlemen:

The S. S. "ESTONIA" has just left with 1200 steerage and 28 cabin passengers. We have, however, reported to Mr. Sandford, Secretary of the Conference 1007 steerage and 28 Cabin on account of our license for this ship being, I understand, only 1150 passengers including crew. Later on we will report the exact amount to Mr. Sandford as if this was a clerical error. This for your personal information.

6440

Yours very truly,

Petitioner's Exhibit 563.

May 29th, 1908.

Messrs. The East Asiatic S. S. Co.,
Copenhagen, Denmark.

Gentlemen:

Now the steamship companies which are in the pooled lines as stated to you in previous letters have made some arrangements on the other side whereby they place one of their steamers against the Volunteer and Continental boats. I have not yet heard how they are going to go against our steamers, I will report however what inroads are made against the others by watching the steamers of June 3rd as well as June 17th. As we cabled you what we could do for the "RUSSIA," it all depends on how our competitors, the continental lines in the pool goes: if they should attempt to lower their rates it will materially reduce our business, but we shall use the newspapers as much as possible to boom her amongst the foreign trade and report to you later as to the results.

6441

Yours very truly,

6442

Petitioner's Exhibit 564.

June 2nd, 1908.

Messrs. The East Asiatic S. S. Co.,
Copenhagen, Denmark.

Gentlemen:

We beg to acknowledge receipt of your favor of May 21st relative to the steamer "RUSSIA." We note that the first class will take 40 passengers, the second class 58, and the first steerage 252, the immigrant main deck 588 and the lower deck 826.

6443

As the Continental pooled lines are fighting the sailings dates of the Russian Volunteer as well as the New York and Continental Lines they will probably fight our date on the 24th of June by making a lower rate. It is difficult for us to say what we will do for the S. S. "RUSSIA" in the steerage but the Company can rest assured we will leave no stone unturned to get a good share of this business.

Yours very truly,

Petitioner's Exhibit 565.

June 8th, 1908.

Messrs. East Asiatic S. S. Co.,
Copenhagen, Denmark.

6444

Gentlemen:

The New York and Continental line steamer which left Saturday had only 350 steerage passengers. This gives you an idea as to how the pooled lines are bucking up against this line in order to make it non-profitable; more particularly we think as they use the Hamburg Line for freight business. The Hamburg Line people are certainly very much incensed over this and they will leave no stone unturned if they can drive them out of the business.

Yours very truly,

Petitioner's Exhibit 566.

6445

Messrs. East Asiatic S. S. Co.,
Copenhagen, Denmark.

June 9th, 1908.

Gentlemen:

In conversation with one of the Holland-American Line agents he claims that as long as there is no freight business now they might as well reduce their rates and fill up their steamers with passengers as this would assist in paying expenses of their boats. This argument is all right particularly with the "RUSSIA," and we know that they are all reducing their rates and clubbing as hard as they can against the outside line agents, who of course cannot keep up, or get any business at a higher rate, and as Richards and Co., have received instructions from the Volunteer to reduce their rate \$1.00 we must not under any circumstances attempt to get more money and thereby go short on passengers. 6446

As written you some time ago the Pooled Lines have now arranged to force the issue and pro rate the expense, and it might be done now with the ultimate intention to get Russian Lines into their agreement, which under the circumstances would be well for our Company if we were in the agreement, it would then mean higher rates and more revenue for the Company. 6447

Yours very truly,

6448

Petitioner's Exhibit 567.

June 10th, 1908.

Messrs. The East Asiatic S. S. Co.,
Copenhagen, Denmark.

Dear Sirs:

For your information the expectations of all the steamship people here including ourselves is that the immigration from the other side will be tremendous as soon as our Presidential matters are settled on this side. We have now every assurance of a good crop, which is quite necessary in order to bring back the confidence which is greatly returning. As soon as the European people find that the demand here for laborers, etc., will be greater than ever the immigration will come back heavier than it went out from here. Leading up to this question, one of our agents, Mr. Lang, will make a proposition to us in writing tomorrow for one thousand prepaid tickets from Rotterdam to New York, for Hungarians, for which he proposes to pay one-half cash and the balance on furnishing the names and addresses of the actual passengers. We would respectfully call the attention of the Company to this and as soon as we get the proposition in writing we will submit it to you for your consideration. The only thing that might interfere with the Company accepting this proposition, would be that if the Company should join the Pool they would be carrying this immigration at the present rates, and if the pool is established and recognize our Line the Company will be getting from five to ten dollars more a ticket. This is the question which the Company will have to decide when this proposition comes before us. We hope to write you fully on this subject in a day or two, or as soon as Mr. Lang sends in the written proposition.

6449

6450

Yours very truly,

Petitioner's Exhibit 568.

6451

New York.

Dear Sir:

By appointment made with Mr. Johnson he met Mr. Richards in reference to discuss future business. He met Mr. Richards and told him that we read the account in the different newspapers of the Volunteer line withdrawing from the trade, which appeared in the New York Herald. Mr. Richards immediately denied the truth of the reported statement and showed us a letter written by him to the New York Herald stating that his Company has cabled him that they are only suspending awaiting more business from the other side. Any other information which the Herald had he claims is incorrect. We then took up the question of prepaid business from the other side; Mr. Richards stated that he has written his Company asking them to forward his prepaids by the Russian East Asiatic S. S. Co.'s steamers until they resume, as he understands from the Agents here, unofficially, that the Russian East Asiatic S. S. Co. will accept these prepaids at cost; he has written his Company asking them if he shall continue selling prepaid tickets and when he gets an answer he will show us what the Company has written him on the subject. He further states, and promises, that when the Continental Lines have no steamers he would be glad to give us any passengers that he may have from any of his Agents to go via our line. Of course we only understand that he will favor his New York and Continental Line with which Company he has a contract. That we understand, and for your information the same Agents that work for Richards' line are non-conference Agents, and are the same that work for our Line. Mr. Richards also stated to our Mr. Straus that his prepaid business did not amount to more than 20 passengers a week on account of the dull times, we

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Petitioner's Exhibit 568

therefore confirm our cable which we have sent to you to-day and acknowledge receipt of the cable received from you. The answer which we have sent reads as follows:

6455

and we really believe that if the Volunteer abandons the New York trade that the business that they have received will go to us and as soon as the prepaid business gets heavier it will force our ships to go full from the other side and put us in a more paying basis. As all the other lines at present, which you also note are not doing ~~any~~ much from the other side. We will get a proportion share of this business as soon as the trade begins to move. Outward business looks very blue for this week as the Italian Line which had a \$17.00 and \$20.00 rate to Fiume, Trieste and Vienna, which is from 11 to 12 dollars lower than our rates have carried 807 continental passengers on the S. S. "Arcona" which is supposed to leave to-day after stopping at Philadelphia. This will give you an idea that these cheap rates of the Italian Lines are drawing the business from this side and we hope that these rates will soon be withdrawn in order that we can arrange if possible so to raise our rates, and agree with the Continental Lines, a small differential is all that we would require for steamers like the "Estonia," and if it is true that the Volunteer will abandon the New York trade that the Company will see their way clear to go into the combination or pooled lines so that they will get a paying revenue for the business which would make it more profitable for all concerned.

6456

At the present writing we have now booked 7 first cabin, 40 second cabin, and about 60 improved steerage but we have the cheap rate of the Volunteer Line. \$21.00 and the Continental Line of \$21.00 and the Holland American Line of \$22.00. The Continental

Petitioner's Exhibit 568

6457

Line sailing four days before us, it is a question what steerage passengers we will be able to secure and as we do not wish to reduce the rates until we know that a steamer of the Continental Pool line is placed against us at lower rates than ours, if they should not we hope to be able to do fairly well in the steerage. As so many steerage passengers have left this side as stated before, it is an impossibility to state what we can expect at so early a time, however the Company can rest assured that we will do everything in our power, and leave no stone unturned to get the passengers for the steamer "Russia."

Yours very truly,

6458

(Pencil Notation.)

File under Copenhagen for future reference.

6459

6460

Petitioner's Exhibit 569.

June 15th, 1908.

Messrs. The East Asiatic S. S. Co.,
Copenhagen, Denmark.

Gentlemen:

We beg to acknowledge receipt of your cablegram reading as follows:

"Achispado Richards continue selling prepaids our line until further."

6461 Richards will continue selling prepaids for Volunteer as per our letter written you June 12th, and is asking his Company to transfer them to our line at cost, also asking his Company instructions as to whether he will continue selling prepaids. In this case, Richards will continue selling prepaids for the Volunteer expecting them to be transferred to our line, as Volunteer Line withdraws only temporarily.

Yours very truly,

6462

Petitioner's Exhibit 570.

6463

June 25th, 1908.

Messrs. The East Asiatic S. S. Co.,
Copenhagen, Denmark.

Gentlemen:

We beg to acknowledge receipt of your cable reading as follows:

"Telegraph numbers each class sincerely hope abdruck get about full ship if pool racimarian Competing wire rancidness reduce."

To which we replied:

6464

"Actually booked fifteen first sixty second roisters improved steerage now estimate rotulamos steerage consider inadvisable reducing."

We are glad to report to you that we got a fair number of passengers for this steamer as outward business is very quiet, one steamer had 240, and the "Mauretania" has 530 steerage. We understand the Holland-America Line with all the Conference lines, their steamer against us on the same day with equal rates, had 1070 passengers against our 900 steerage. Under the circumstances, we think we done fairly well and hope that the Company is satisfied.

Yours very truly,

6465

6466

Petitioner's Exhibit 571.

June 27th, 1908.

Messrs. The East Asiatic S. S. Co.,
Copenhagen, Denmark.

Gentlemen :

Referring to your letter of June 10th regarding the Russian Volunteer withdrawing from the service, which wire we received from you confidentially and which we answered to you in accordance with answers given us by Messrs. Richard & Co. We can now state to you that Richard's received a cable signed by Nidenmuller, who Mr. Richard claims is the President of the Company, which cable stated "MAKE NO ENGAGEMENTS FOR OUR LINE" and also "we do not see why we should (meaning Volunteer Line) permit Agents to sell prepaids in order to make commissions for others." I asked Mr. Richard what it meant and he said, it evidently means that they do not feel that the agents should make commissions as they are not interested financially themselves. It seems that the rumor has it here since the steamer "CHERSON" of the Russian Volunteer Left that the Captain should have stated that the expenses charged by Richard & Co. for the handling of Company's affairs in this Country has been so great and so costly; this statement was made by the Russian Consul here, and there must have been some hitch of some kind between the Volunteer people and C. B. Richard & Co. We have had a number of conversations with Mr. Richard with reference to prepaid business and outward business. The Company understands, of course, that our Agents and Richard's Agents are identical; they are what we call the non-conference Agents, they are not the better class of Agents. The great many of them have no standing and we try to bond them whenever possible, so by the Volunteer withdrawing we ought to benefit a good deal, and we are sure that we will get all their

Petitioner's Exhibit 571

6469

prepaids from the Agents. We already noticed an improvement in the prepaid business this week as compared with last week, in other words we got the prepaid business this week that Richards would have got as well as our own, which will amount to 40 or 50. You understand of course while the times are in the state they are in prepaid business will not grow, but will gradually grow greater and larger, and as stated to you before in previous letters, the more passengers that go to Europe the more will come back, and we expect to see a tremendous immigration from the other side, and we hope the Company will get the full benefit of it.

6470

Steamers direct from Libau to New York. For your information the percentage of the outward business to Libau has been very small compared with the gross amount of business, the majority of course going to Rotterdam. A great many people would go direct to Libau if they could get the necessary papers vizaged through the Consul here, but as they are under certain instructions from the Russian Government, we therefore do not think we could fill the boats up, nor could anyone for business through to Libau, the Company must certainly stop at Rotterdam in order to get the outward business. In accordance with conversation with Richard & Co. they have hopes that the New York and Continental line will increase their service as they have purchased, they claim, three steamers (one of them had an accident outside of Rotterdam, it is called the "Avoca") Richard & Co., claim that they will then have a fortnightly service between New York and Rotterdam. This Agency Mr. Richard is very anxious to continue, as we understand it he expects eventually to make the home port Hamburg for that Company if they can get certain things through which they are trying for now.

6471

Yours very truly,

6472

Petitioner's Exhibit 572.

July 1st, 1908.

Messrs. The East Asiatic S. S. Co.,
Copenhagen, Denmark.

Gentlemen:

We beg to acknowledge receipt of your esteemed favor of June 20th and contents noted, but most particularly we note your remarks in reference to the Pooled Lines. We look with great interest to when the Company will make suitable arrangements with the Pooled Lines and we hope it will be satisfactory.

6473 It is the only thing that is necessary in the States; we do not know, of course what it would benefit the Company in Russia, but here with the Agents we could get if we were in the conference would be so important that we assure you the Line would be a grand success, and also the revenue that would be received for Outward and Prepaid tickets would be from one to two pounds a head more, which figured out, if we carried only 25,000 westbound passengers, and raising the rate \$10.00 more a head would mean \$250,000.00 extra profit on that business, leaving out the profit that would be made on Outward business besides. Then expenses could be cut down very materially, and we

6474 hope that the Company will be able to make suitable arrangements so that there will be plenty money for the Company in the business.

Yours very truly,

Petitioner's Exhibit 573.

6475

July 7th, 1908.

Messrs. The East Asiatic S. S. Co.,
Copenhagen, Denmark.

Gentlemen:

We take pleasure in sending you herewith for your information Trans-Atlantic Passenger Conference report No. 772 of Cabin, Second Cabin and steerage Passengers leaving port of New York week ending July 2nd.

Yours very truly,

6476**Petitioner's Exhibit 574.**

July 6th, 1908.

Messrs. The East Asiatic S. S. Co.
Copenhagen, Denmark.

Gentlemen:

Enclosed please find supplement to our European Railroad Tariff whereby we have raised the railway fares from the Interior to Rotterdam as per the suggestion made by the Company. Now that the Volunteer is out of the way we do not need to take these losses in Railroad Fares. Hoping it meets with the Company's approval we remain

6477

Yours very truly,

6478

Petitioner's Exhibit 575.

July 9th, 1908.

Messrs. The East Asiatic S. S. Co.,
Copenhagen, Denmark.

Gentlemen:

6479 We beg to call your attention to the question of cancellation fee. The position is entirely changed now since the Volunteer* has withdrawn from the business. We can now see our way clear to charge the 10% cancellation fee for steerage prepaids, except in isolated cases that might come up where we will use the best of judgment for the Company. When we charge this 10% cancellation fee we refund the entire amount less the Agents commission and the 10% on the gross ocean fare: in these cases our Agents commission are not deducted, and in such cases the pre-paid ticket cancelled will be a loss to us, we therefore credit the company with 5% for cancellation and the other 5% goes to us, if this meets with the Company's approval.

As stated to you before the British Lines do not charge cancellation fee. By the time this letter reaches you Mr. Johnson will be in Copenhagen and can discuss the matter further.

6480 Trusting the same is satisfactory to the Company, we remain

Yours very truly,

Petitioner's Exhibit 576.

6481

July 8th, 1908.

Messrs. The Russian East Asiatic S. S. Co.,
Copenhagen, Denmark.

Gentlemen:

In line with letter to you in reference to Mr. Lang. Mr. Lang called to-day and if the Company think of investigating the information we have written to it in regard to the Hungarian concession and if the Company feel inclined to go after this concession the same as the other lines: we herewith send you the form of letter head of Mr. Lang, also Mr. Lang's picture and the send off that he received when he left Hungary and which the newspapers published in Hungary. Mr. Lang further states that he will be willing to put up the \$10,000.00 that is required for the General Agency, and if the Company desires to see him on this business, seeing that he is a citizen of Hungary he will be glad to take passage on one of our steamers to Rotterdam and go from Rotterdam to Copenhagen to discuss the matter thoroughly.

6482

Yours very truly,

6483

6484

Petitioner's Exhibit 577.

COPY

Messrs. A. E. Johnson & Co.,
27 Broadway, New York.

Gentlemen:

6485

6486

Referring to my letter of June 25th in regard to selling your prepaids tickets and arranging to appoint an Agency in Hungary, I received to-day an extract of the new Hungarian Immigration Law of which I find it necessary to make the following communication. According to the new law there will be allowed no monopoly to a steamship Company in Hungary, consequently the Cunard Line loses the privilege they had. The government of Hungary intends to give a concession to any steamship line for the transport of immigrants if they have the requirements and are willing to follow the Hungarian Law. As I hope that this matter is interesting for the Head Office at Copenhagen I will by the following make you acquainted with a few points of this new law. The principal is—Hungary wants, that the steamship companies give them permission to make an inspection of their steamers by the representative of the Hungarian Government: the expenses to be paid by the Hungarian Government. Further the Government wants that the steamship Societies send to them for acknowledgment the tariffs: as well as this the Government requires that it will be allowed to take a look into the books of the Steamship Society relating to Hungarian passengers only. The Government wants from the Steamship Society the understanding not to forward such passengers who do not possess the necessary passport. These are the principal conditions under which the Hungarian Government will give the concession. The value of such concession is very great as after Italy, Hungary has the greatest

number of emigrants and therefore this concession for your Company is of unaccountable value, as I have been such a long time in the position of Manager and who knows the circumstances so well can only assure you that your Company should not spare any expense to receive the concession in Hungary as well as the German Belgischen and the Holland Gesellschaften.

The first condition according to the new law is to make a deposit of \$20,000.00 as security and a further \$10,000.00 for the General Agency. This is the protection that the Steamship Societies will carry out the rules of the law. If your Company at Copenhagen requires to investigate this business I agree to go to Hungary and to devote myself entirely to the services of your Company. A proof that the Hamburg American Line already has tried to receive the concession you can learn perhaps from the General Agency at New York. I have already learned the name of the Lawyer of the Hamburg American Line, it is the Reichstag representative, Dr. Seigmund von Parkashazy. I wrote at once so that your Company would be familiar with this matter and give the necessary instruction.

6488

Yours truly,

(signed) JOSEPH LANG.

6489

6490

Petitioner's Exhibit 578.

CABLEGRAM

THE COMMERCIAL CABLE COMPANY.

Via Commercial.

ORIENT,
COPENHAGAN.

NORTH GERMAN LLOYD AUSTRIAN LINE
REDUCED RATES AGAINST US OREBASUS
RECOMMEND OURS ORGYIA ACTIONBUS.

6491

JOHNSON.

6492

Petitioner's Exhibit 579.

6493

LIBAU-NEW YORK TRADE.

Messrs. A. E. Johnson & Co.,
New York

Copenhagen, 1st June, 1908.

Dear Sirs,

We are in receipt of your two favors of 20th ult. and thank you for the circulars from Messrs. Richard & Co., which we have forwarded to the Russian East-Asiatic Company Ltd. at St. Petersburg.

We have further to thank you for your telegram of yesterday from which we note that the Volunteers have reduced the rate from New York to \$23 to Rotterdam and to \$30 to Libau, which information we at once telegraphed to Petersburg and shall let you know as soon as we get Russian East-Asiatic Company's reply, which steps we shall take against this unexpected reduction in rate. 6494

Yours faithfully,

AKTIESELSKABET
DET OSTASIATISKE KOMPAGNI.

(Signature undecipherable.)

We beg to acknowledge receipt of your favor of 19th ult. with enclosed prepaid report, contents of which have our attention. 6495

6496

Petitioner's Exhibit 580.

July 11th, 1908.

Messrs The East Asiatic S. S. Co.,
Copenhagen, Denmark.

Gentlemen:

We are sending you herewith circulars issued by the trans-Atlantic Passenger Conference also proceedings of the Court of Circuit of the United States for your information.

6497 As we were able only to secure one copy of each of these after you have read them will you kindly forward to Libau and Rotterdam so that they will be posted on all of these matters.

Yours very truly,

Petitioner's Exhibit 581.

July 20th, 1908.

Messrs The East Asiatic S. S. Co.,
Copenhagen, Denmark.

Gentlemen:

6498 We are sending you herewith trans-Atlantic Passenger Conference report No. 122 *re* Settlers' and Colonists Rates for your information. You will note the old Dominion Lines rates will now be from \$5.00 less to California and Northern Pacific Coast points. Also note the Mallory and New Orleans differential.

Yours very truly,

Petitioner's Exhibit 582.

6499

THE ANGLO-AMERICAN TELEGRAPH
COMPANY.

Cablegram received at No. 8 Broad Street (Stock
Exchange Building) N. Y.

July 20, 1908.

58 K Copenhagen 6

Maxolaf NY

Telegraph Numbers Passengers Estonia
(Pencil notation undecipherable)

(D 6.53 AM) LFX

6500

6501

6502

Petitioner's Exhibit 583.

July 18th, 1908.

Messrs The East Asiatic S. S. Co.,
Copenhagen, Denmark.

Gentlemen :

6503 We were in hopes that by raising our rates the pooled lines would not go lower than us, in fact would allow the steamer "Estonia" a differential against the North German Lloyd. The American members of the different steamship companies were very glad they claim that we took the initial step in raising the rates, but they received instructions yesterday to reduce their rates of the North German Lloyd to \$25.00 and at the same time the Austro-American Line received instructions to make their rate \$25.00 and thereby take the business away from the steamer "Estonia." As the North German Lloyd railway tariff from Bremen to the interior is from \$1.50 to \$2.00 cheaper than ours from Rotterdam to most places we cabled the Company recommending our line rate be \$24.00 otherwise we would have lost considerable business for the steamer "Estonia" and we are anxiously awaiting the Company's answer as a number of Agents have already called stating that they will loose a lot of business that they were already negotiating for.

6504 We have told the Agents that they must remit to us for all tickets sold at the old rate of \$26.00 and in order not to loose the business against the North German Lloyd and the Austro-American Lines we will take \$24.00 gross rate. We trust that the Company will approve of the step taken by us as we would not like to see the steamer "Estonia" go out with only a few passengers on account of \$1.00 difference which we certainly would do if allowed the North German Lloyd and Austro American Lines to scoop the business away us.

Yours very truly,

Petitioner's Exhibit 584.

6505

THE COMMERCIAL CABLE COMPANY.

CABLEGRAM.

ORIENT

COPENHAGEN.

HOLLAND LINE REDUCED RATES
 AGAINST JELUNGA ORGESSUM NAINERIS
 BEFOOLING RAPSFELD OPSTELLERS OR
 ORAGIOUS RUSSIA.

JOHNSON.

Petitioner's Exhibit 585.

6506

July 23rd, 1908.

Messrs The East Asiatic S. S. Co.,
 Copenhagen, Denmark.

Gentlemen:

The New York and Continental Line have received a notice that the Pools Lines will make their rate \$22.00 against the \$23.00 of the New York and Continental Line therefore they have decided to make their rate \$21.00. Under these circumstances I do not think that the New York and Continental Line will carry many passengers.

We have written to Libau about prepaid passengers that we forwarded by the New York & Continental Line that should have went from Libau to New York direct from the Russian Volunteer Line. The agents Knie, Falk & Co., have forwarded these people to Rotterdam; evidently the intention of Knie Falk & Co., is to try to annoy and take away what they can from us, or someone connected with that office. The friends of these passengers have called upon us here protesting against being sent from Rotterdam when they desire to be sent from Libau direct to New York.

6507

Yours very truly,

6508

Petitioner's Exhibit 586.

July 23rd, 1908.

Messrs The East Asiatic S. S. Co.,
Copenhagen, Denmark.

Gentlemen :

The Austro-American Line steamer which was placed against us took out of New York (she leaves New York for Boston and picks up passengers in Boston which is a very good place for steerage passengers) 169 Continental and 250 Italians and Greeks. She will get a large amount of Italian passengers from Boston.

6509

Yours very truly,

Petitioner's Exhibit 587.

July 30th, 1908.

Messrs The East Asiatic S. S. Co.,
Copenhagen, Denmark.

Gentlemen :

We are sending you herewith three circulars issued by the Trans-Atlantic Passenger Conference for your information, when they have served your purpose please forward on to Libau so that may be thoroughly posted on all that is going on here.

6510

Yours very truly,

Petitioner's Exhibit 588.

6511

Copenhagen, the 21st Febr. 08.

Messrs. A. E. Johnson & Co.,
New York

Dear Sirs,

We beg to acknowledge receipt of your 4 favors of the 21st Febr., contents of which are duly noted.

That the Conference Lines should try to secure the Agents whom they are discovering as doing good business for our Line is regrettable, but is on the other hand only what might be expected in times of fight. The Volunteer Line is of course suffering from the same state of things. On the other hand we understand that you on your part have in some cases been able to secure Conference Agents interesting themselves in the Russasiatic Co.'s Line. The prepaid business is constantly the weak point, and the Volunteers are as yet better off in that respect than we are, but we hope it will not be long until you will be just as strong, seeing that ere long we shall have new and modern steamers.

6512

Yours faithfully,

AKTIESELSKABET
DET OSTASIATISKE KOMPAGNI,
(The East-Asiatic Company Ltd.)

Signature undecipherable.

6513

(Pencil Notation.) Noted A. J.

2171

6514

Petitioner's Exhibit 589.Copenhagen, 24th Febr'y 08.

LIBAU-NEW YORK. TRADE.

H.

Messrs. A. E. Johnson & Co.,
New York.

Gentlemen,

We beg to confirm our telegram of this morning
reading:

6515

"Excursion trip we withdraw as per our offer of
21st January confirm Korea when will—leave."

and now await your confirmation.

Excursion trip.—Referring to previous correspondence we, having no advice from you, that you have closed the excursion trip, telegraphed you that we withdraw our offer of 21st January as we are negotiating to enter into the Pool, of which cause we are considering not to close any engagements beforehand.

We asked you kindly to confirm that our instruction has been carried out and look forward to your information.

6516

s/s Korea.—We understand that this steamer should leave New York 22nd inst. but still we have received no telegram; we therefore asked you when this steamer will leave.

Yours faithfully,

AKTIESELSKABET

p. p. DET OSTASIATISKE KOMPAGNI

(The East-Asiatic Company, Ltd.)

Signature undecipherable.

Petitioner's Exhibit 590.

6517

H.

Copenhagen 17th March 08

LIBAU-NEW YORK TRADE.

Messrs. A. E. Johnson & Co.,
New York.

Gentlemen,

We beg to confirm exchanged telegrams as per enclosed copy from which you will note that we cannot at present give you any sailing list over the steamers' departure after the s/s Korea, but will do so as soon as possible. This on account of not coming to an arrangement with the Pool as the Volunteer Fleet in the last moment made a hitch which broke off further negotiations. We have however every reason to believe that in a near future the negotiations will again be taken up, and whether a result will be arrived at or not, we shall telegraph you about the sailings over the year.

6518

Yours faithfully,

AKTIESELSKABET

p. p. DET OSTASIATISKE KOMPAGNI

(The East-Asiatic Company Limited.)

Signature undecipherable.

6519

6520

Petitioner's Exhibit 591.

Dec. 2, 1909.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen:

We beg to inform you that the rate on the steamer "Lituania" will be \$24.00 to Rotterdam and \$38.00 to Libau. The Company will understand the reason and will receive the proper compensation from the other side. The small committee has decided to use our steamer.

6521

Yours very truly,

Petitioner's Exhibit 592.

June 23rd, 1909.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen:

The S. S. "Lituania" left today with 533 passengers. Please note that the Company is entitled to \$6.00 for each passenger to Rotterdam, as we collected only \$22.00 and as our official rate is \$28.00, the Company is entitled to the difference, which kindly bill in to the Pool Lines through the Secretary.

6522

Yours very truly,

Copy to Copenhagen.

Petitioner's Exhibit 593.

6523

June 23rd, 1909.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen:

We beg to inform you that the North West Transport Co., have postponed the "Raglan Castle" to Saturday, and are quoting a rate of \$21.00 less \$3.00 commission, therefore the Small Committee have decided to make the rate of the Red Star Line steamer "Vaderland" sailing on the same day, \$20.00 less \$2.00 commission.

6524

This is for your information.

Yours very truly,

6525

6526

Petitioner's Exhibit 594.

June 26th, 1909.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen :

Mr. Farley, the manager of the International Mercantile & Marine Co. notified us that he had a letter from his people, in reference to demurrage on the "Estonia," being detained here from Saturday to Monday, and also to give them his views (Mr. Farley's) on the subject.

6527 We called Mr. Farley's attention to the following facts: that we agreed to keep the "Estonia" here and follow the same tactics of the North West Transport Co., but as the "Volturno" of the North West Transport Co. was delayed on account of a collision in ice, and also that our steamer coming over here with sealed boilers, we asked the committee under these circumstances to relieve us of our promise, as the steamer would have to be repaired at Rotterdam, but the Committee found it was important for us to stay here from Saturday to Monday, therefore Mr. Farley will recommend his Company the payment of the demurrage on the S. S. "Estonia."

6528 This is for your information so that you are posted on the situation and the decision that the I. M. & M. Co. will make when they receive the recommendation from their manager here.

Yours very truly,

Petitioner's Exhibit 595.

6529

July 21st, 1909.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen:

Your letter of the 27/10th to hand, it is quite a surprise to us that the Secretary of the pool states that some of the Atlantic Lines are objecting to reimburse the Company for the expenses incurred by the delay of the "Estonia" in order to fight the "Voluturno."

We have sent you a copy of the letter of the Small Committee, recommending the payment of the same, which is all we can do in the matter.

6530

We have also had a conversation with the White and Red Star and American Line, and North German Lloyd and Holland American Line representatives, who were on that committee, and each of them claimed that they have recommended the payment, not alone for the extra commission, but everything else, and we believe if the Company insists upon it, the Pool Lines will pay.

If the Company desires to receive a letter from the Small Committee on this subject, we will call on each of the members and have them write us a letter, authorizing the extra commission and recommending consideration for the keeping of the S. S. "Estonia" over from Saturday to Tuesday."

6531

The Small Committee as we understand it, is given power by the steamship lines, according to instructions from Secretary Peters.

We regret exceedingly that you should have any trouble in this matter, and expect to hear from you further on this subject. We are sure this matter will be settled satisfactory to the Company, but the Company must insist upon the payment.

6532

Petitioner's Exhibit 595

The Company also understands, whatever we do on this side, in reference to traffic, is always done for the Company's interest, and our best judgment is always used in such matters.

6533

Now that the White Star and American Line have recommended their people to pay, which means the Red Star Line also, or the entire International Mercantile, Mercantile & Marine, the North German Lloyd, as we understand it, and also the Holland American Line, and we believe the Hamburg American Line, there are only a few lines that might object, such as the Cunard, Allen and Anchor Lines, and when they find that all the other Lines are willing to pay, they will fall in line and agree with the same.

The Company should ask Mr. Peters also if the Small Committee have implicit power to act in all these cases, and as they have been instrumental in bringing about the delay. When our protest went in we promised to hold the steamer on account of the boilers of the "Estonia." That was good and sufficient reason for the pool lines to pay their proportion without any question.

Yours very truly,

Copy to Copenhagen

6534

Petitioner's Exhibit 596.

6535

July 21st, 1909.

Messrs. The Russian American Line,
Libau, Russia

Gentlemen :

Referring to the Company's letter of the 27/10th inst., "Estonia" against "Voturno," will you kindly inform us which of the Lines object to reimburse the Company for the expenses incurred in delaying the "Estonia" in order to fight the "Voturno."

We will then call upon these different Companies, and as the Committee has recommended giving the matter consideration there is nothing further to do except to see the Companies' representatives here, and they could write over to their respective Companies and have them pay our Company. 6536

The members of the Small Committee at the time were, Mr. Winter, of the North German Lloyd, who has recommended the payment to his Company; Mr. Farley of the International Mercantile & Marine, who has recommended the payment to his Company, and Mr. Nyland of the Holland American Line, who as we understand it, has also recommended the payment to his company.

Now, if every one on the Small Committee has recommended the payment, and their Companies agree to pay, and the Small Committee has power to act in all such cases, we cannot see how we can be at fault. 6537

Please give us the information we desire. We can help you straighten the matter out. We always try to do our utmost for the Company's interest, just the same as if it was ourselves.

You state in your letter that you take this opportunity to impress upon us never to again postpone a steamer or reduce a rate, or to pay higher commis-

6538

Petitioner's Exhibit 597

sions, or to charge lower railroad fares, without obtaining your sanction by wire. We would respectfully suggest to the Company not to require this if the Small Committee instructs us to reduce our rate, as they have power to act, and the Company is compensated by the Pool Lines. If we should refuse to accept a lower rate from the Small Committee claiming we must first wire, it might not be time for that, and it would cause us to lose the opportunity if some benefit should be derived therefrom.

We again repeat that we use our best judgment in all cases and give all such matters careful consideration, wherever the Company is interested.

Yours very truly,

Copy to Copenhagen.

Petitioner's Exhibit 597.

July 26th, 1909.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen:

6540

Referring to the recent letters, in reference to the "Estonia" being detained from Saturday to Monday, and the Pool Lines refusing to pay demurrage, our Mr. Straus called the attention to the Holland American Line representative, Mr. Nyland, who at that time was on the Small Committee, and the enclosed letter from him to us will show you conclusively that, we are entitled to our expenses without any question.

Hoping that this is satisfactory to the Company, we are

Yours very truly,

Copy to Copenhagen.

Petitioner's Exhibit 598.

6541

July 27th, 1909.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen:

Enclosed please find the original letter from the International Mercantile & Marine Co., which refers to the detention of the "Estonia" and hope that you have collected the demurrage up to this time.

Yours very truly,

Copy to Copenhagen.

6542

Petitioner's Exhibit 599.

Libau, 29/11 June 1909.

Messrs A. E. Johnson & Co.,
New York.

Dear Sirs,

We own your favor of the 27th ulto. and are glad to note that s/s "Voturno" although detained until 26 ulto. 4 P. M. has got only 71 steerage passengers against our 344.

6543

We are, dear Sirs,

Yours faithfully,

THE RUSSIAN AMERICA LINE,

Russia East Asiatic

Steamship Co. Ltd.

(Signature undecipherable.)

6544

Petitioner's Exhibit 600.

Libau, 29/11 June, 1909.

Messrs. A. E. Johnson & Co.
New York.

Dear Sirs:

Your favor of the 26th ulto. to hand.

Maintenance of Conference. We note that it was impossible to have the amount of \$400 reduced and that you have paid \$133 for the time since September, 08, with the understanding that the subscription covers freight participations as well as passenger and general subjects.

6545

We are, dear Sirs,

Yours faithfully,

THE RUSSIAN AMERICA LINE,
RUSSIA EAST ASIATIC STEAMSHIP CO., LTD.
Signature undecipherable.

6546

Petitioner's Exhibit 601.

6547

A. K. 7.

Libau, 8/21st June 09.

P

Messrs. A. E. Johnson & Co.,
New York.

Dear Sirs:

Your two favours of the 8th inst. are duly to hand.

Stowaways. We thank you for having placed to the credit of our account the amount of \$170.00 being the passage for the two stowaways on "Lituania" 9 and the two stowaways on "Russia" 5. We note you will encash the expenses incurred at E. I. and credit us with same later on.

6548

"*Lituania*" 11. Due notice has been taken that the small committee has decided to put her against the "Raglan Castle" and that the rate to Rotterdam has been fixed at \$24—so that we will be entitled to a refund of \$4. on our Rotterdam steerage passengers besides eventual higher commission to non-conference agents. We also note that you have reduced the steerage rate to Libau to \$33. We take it that you have got guarantee from the small committee that we will get also this reduction refunded, as we previously have asked you not to reduce the rates without our consent, unless you got the sufficient guarantee from the small committee that we would be indemnified by the conference.

6549

"*Estonia*" 14. Kindly see that a basket, containing some linen galoshes, hat and tobacco, belonging to a passenger, J. Schmukler, who came too late for this steamer, is kept at yours until the passenger arrives by "Russia" next trip.

Yours faithfully,

THE RUSSIAN-AMERICA LINE,

THE RUSSIAN EAST-ASIATIC STEAMSHIP CO., Ltd.

Signature undecipherable.

(At side): (Pencil Notation undecipherable.) Paul
& Mr. Straus.

6550

Petitioner's Exhibit 602.

No. 7

Libau, 27/9th June 1909.

Messrs. A. E. Johnson & Co.,
New York, U. S. A.

Dear Sirs:

We acknowledge receipt of your telegram, reading:
"Small committee selected Lituania Rotterdam rate
\$24.00 Libau \$33.00 will be compensated by pool
\$4.00 for Rotterdam subject to your approval tele-
graph in any case," and confirm our reply, that we
agree to the above arrangement:

6551

Yours faithfully,

THE RUSSIAN-AMERICA LINE,
THE RUSSIAN EAST-ASIATIC STEAMSHIP Co., Ltd.

Signature undecipherable.

Paul

June 21, 1909.

6552

Petitioner's Exhibit 603.

6553

Dec. 27, 1910.

Messrs. The Russian-American Line,
Libau, Russia.

Gentlemen:

We beg to acknowledge receipt of your letter advancing the rates from January 1st on. For your information we herewith send you a memorandum from the Secretary's office, dated Dec. 27th, showing that some of the Lines will reduce their rates from January 1st on.

We have also had the Cunard Line on the telephone and they claim that their rate from Libau to New York will be \$38.50 plus \$4.00 head tax, which will include lodging at Liverpool, 5 days. Our rate from the 1st of the year will be \$41.00 plus \$1.50 for lodging, making a rate of \$42.50; in other words, \$4.00 higher than the Cunard Line rate and the other English Lines. \$4.00 is too much of a differential to give the British Lines, and we respectfully suggest to the Company to reduce our rates in accordance with the other lines at the beginning of the year. However, we will carry out your instructions if you find it consistent and agreeable. 6554

We would suggest, that in making our rates, to include the \$1.50 lodging in the rate, and to state in the rate sheet that this includes five days lodging at Libau, as the Cunard Line does not mention anything about lodging, but stated to us over the telephone that the lodging is included in the rate. 6555

Awaiting your further instructions in the matter, we remain,

Yours very truly,

Copy to Copenhagen.

6556

Petitioner's Exhibit 604.

Dec. 14th, 1909.

Messrs. The Russian-American Line,
Libau, Russia.

Gentlemen:

6557 We enclose you herewith copy of the rates quoted by the North German Lloyd S. S. Co. for the sailing of the steamer Neckar sailing Saturday, the 18th inst. For your information, whenever we had a steamer sailing against the N. W. T. Co., and when Mr. Nyland, the representative of the Holland-American Line was on the Small Committee, we noticed he was always very anxious that the rate we received should not be given to us until Wednesday, and of course the balance of the committee agreed with him, which we were perfectly satisfied with, but which was too late to have any effect against the steamer of the N. W. T. Co. leaving the same day. When we received the notice on Wednesday about 12 noon, we could not receive the circulars before Wednesday night or Thursday morning, and the agents receive them invariably only Thursday afternoon or Friday morning, giving them only one day to do their business in, but all our conversations with Mr. Nyland, 6558 who happened to be the spokesman at that time, had no effect. Now, that our steamer is not selected for this particular Saturday, we noted that the North German Lloyd was selected and their rate goes out on Monday instead of Wednesday which should have been in our case and all other cases in the future.

Yours very truly,

Copy to Copenhagen.

Petitioner's Exhibit 605.

6559

Dec. 17, 1909.

PRIVATE.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen:

We beg to acknowledge receipt of your favor of the 19/2nd inst in which you state that at the last Conference meeting it was decided to allow the Company for Eastbound passengers on Fighting steamers the difference between the regular and reduced net rates on Libau, limited to \$12.00, and we are very glad of your success. We therefore understand, should we be selected again as a fighting steamer, we will reduce the Libau rate in proportion, as the Company will be compensated accordingly. If we are incorrect, please let us know.

6560

Yours very truly,

6561

6562

Petitioner's Exhibit 606.

June 26, 1909.

Messrs. The Russian-American Line,
Libau, Russia.

Gentlemen:

We beg to refer to your letter of the 28/10th, June, from which we noted your views regarding the arrangement with the railroad companies in Russia. We noted that at the present time it is impossible to make any arrangements and that it will be done only when the passport facilities will be granted, which we hope will not take a long time.

6563

Yours very truly,

Copy to Copenhagen.

Petitioner's Exhibit 607.

June 28th, 1909.

Messrs. The Russian-American Line,
Libau, Russia.

Gentlemen:

6564

The Company's letter of the 1/14th inst to hand. The question in reference to the cancellation of tickets will come up at the next Conference meeting. As per your suggestion, irrespective of the reason, we shall hold out for the 10%.

In seeing some of our friends, The Cunard Line, who always objected to charging any cancellation fees, Mr. Walker in discussing the matter with our Mr. Straus agreed to waive his objections for Continental Lines only. However, we will write you fully on this subject later on.

Yours very truly,

Copy to Copenhagen.

Petitioner's Exhibit 608.

6565

June 30th, 1909.

Messrs. The Russian-American Line,
Libau, Russia.

Gentlemen :

Referring to your letter of the 4/17th June, regarding Joint Proceedings #11, of the Conference, that it has been decided to divide.

2 1/2% to the steamship company,

2 1/2% to the General Agent,

5% to the booking agent,

and that you would thank us in the future to credit the company's account with this 2 1/2%, beg to inform you that only in cases where the Steamship Companies have their own offices in New York do they receive the 2 1/2%, and not where they have General Agents such as we are.

6566

Messrs. Oelrich & Co., who represent the North German Lloyd the same as we represent the Russian American Line have to pay the expenses of an office staff both here and in Chicago, which is under considerable expense in order to maintain the proper representation, and under these circumstances the 2 1/2% would go to the General Passenger Agents at New York instead of to the Steamship Company.

6567

Continued.

6568

Petitioner's Exhibit 609.

July 2nd, 1909.

Messrs. The Russian-American Line,
Libau, Russia.

Gentlemen:

6569

The Committee has just returned from Ellis Island and in a conversation with Mr. Winter of the North German Lloyd, he claims that the entire matter is a little more exaggerated than necessary. The commissioner simply desires the immigrants to have money when landing here. A great many passengers that have money are being discharged, but those that have no money are held up and their friends and relatives are telegraphed to to send the money, so that they have sufficient funds.

The circular, nevertheless, which the Commissioner has sent to the Companies in reference to the \$25.00 will be sent out by the different steamship lines in order to save detention, etc., at Ellis Island.

Mr. Peters has been cabled, today by the lines, explaining the situation, and we hope this will improve the position, so that when passengers have money they will not be put in the "S. I." room (special inquiry), at the expense of the Company. Copy of this cable we enclose you herewith.

6570

Yours very truly,

Copy to Copenhagen.

Petitioner's Exhibit 610.

6571

July 9th, 1909.

Messrs. The Russian-American Line.

Libau, Russia.

Gentlemen:

We beg to call the Company's attention to the enclosed communication from Secretary Sanford to the Steamship Lines, dated July 8th, and especially to the cable which was decided upon by the Committee and which cable has been sent to Mr. Peters.

"At meeting of all lines today general protest of steamship lines against arbitrary actions of Immigration Commissioner was considered unwise and dangerous. Please construe cable July 2nd to Peters rather in nature of general warning to be careful in booking: if immigrants have reliable addresses of relatives and railroad tickets they will be admitted even with less than \$25, but families should have at least \$25,"

6572

and Mr. Peters will promulgate the same to the different steamship companies.

Yours very truly,

A. E. JOHNSON & CO.,

Per.

6573

Encl.

Copy to Copenhagen.

6574

Petitioner's Exhibit 611.

July 12th, 1909.

Messrs. The Russian American Line,
Libau, Russia.

Gentlemen:

We beg to give you herewith, a copy of the memorandum from the Peterson's Detective Bureau, in reference to the S. S. "Vultorno" of the North West Transport Co.,

6575

"In compliance with instructions we went to Pier 27 Rovinson Stores, Brooklyn, to ascertain the number of passengers sailing on S. S. 'Vultorno' leaving on the 10th day of July at 3 P. M.

We found that there were eighteen Cabin passengers, 212 steerage passengers (70 of whom were infants and children) and 31 deported aliens (2 of whom were stowaways). Total number of passengers 261.

The S. S. 'Vultorno' sailed at 3 P. M.

Respectfully submitted July 12th, 1909."

Their cabin rate was \$45.00, and steerage rate was \$23.00 to Rotterdam, using the Hamburg rail fare to the interior instead of the Rotterdam tariff.

This is for your information.

6576

Yours very truly,

Copy to Copenhagen.

Petitioner's Exhibit 612.

Omitted.

